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A LABOR MARKET INFORMATION REPORT

New Hampshire Occupational Employment Statistics

TRANSPORTATION, COMMUNNICATIONS & PUBLIC UTILITIES INDUSTRIES 1991

New Hampshire Department of Employment Security
Economic and Labor Market Information Bureau

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NEW HAMPSHIRE STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS
AND
PUBLIC UTILITIES INDUSTRIES

1991

An Occupational Employment Statistics Survey

Conducted by the

Economic and Labor Market Information Bureau
NEW HAMPSHIRE EMPLOYMENT SECURITY

In Cooperation with the

U.S. DEPARTMENT OF LABOR STATISTICS

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PREFACE

Our sincere appreciation is extended to those employers who participated in this survey. Without their support, this publication would not have been possible.

We also would like to express our thanks to the United States Department of Labor, both at the regional level in Boston, MA and the national level in Washington, DC for their help in the Federal - State Cooperative effort.

This report was prepared by the New Hampshire Occupation Employment Statistics Program Coordinator, William Halm, and Word Processing done by Kathleen L. Schoeneman; and Statistical Clerk Debra Jodoin.

Your comments and suggestions as well as requests for more information are most welcome. We may be reached at the following address:

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INTRODUCTION

The United States Department of Labor initiated the OES program in mid 1971 to meet the increasing demand for current occupational data. The program consists of three distinct segments:

1. OES Survey
2. Industry - Occupation Matrix
3. Projections

This publication only presents the OES Survey Segment of the program. The OES survey is a periodic mail survey of a sample of establishments selected from the ES-202 and is conducted on a three - year cycle:

Year 1	Manufacturing, Hospitals and Agricultural Services [1]
Year 2	Non-Manufacturing
Year 3	Balance of Non-Manufacturing

Data are collected from employing establishments primarily by mail with telephone follow-ups and personal visits when an establishments response is critical to the survey. The OES survey is based on a random sample of all employers in the state, covered under New Hampshires unemployment insurance law and stratified by industry and size and sample units were systematically selected from each stratum and designed to represent the total or universe of establishments covered in the survey. These data are then used to estimate total wage and salary employment by occupation and industry for the state.

The occupational estimates resulting from a complete three year survey round are used to generate an industry/ occupation matrix for a base year where the base year is the last year of the complete three year survey round. Occupational patterns for those industries that are not in the scope of the OES survey *(Federal, Self-Employed and Unpaid Family Workers)* are developed using national OES and Census data.

The industry employment projections by occupation are based on knowing the staffing patterns or occupational makeup of the industry *(as determined by the OES survey)* and the industry employment of the target year using a statistical technique called regression analysis. The projected occupational employment is obtained by applying the adjusted staffing pattern ratios.

Between April 1991 and July 1992, New Hampshire Employment Security conducted an occupational employment survey of Transportation, Communication, and Public Utilities Industries by means of a questionnaire. This report was compiled from usable returns from the original mailing plus three follow-ups.

As used in this report, Standard Industrial Classification *(SIC)* defines industries according to composition and structure and spans the entire field of economic activities. Industrially classified statistics are used not only to show how industries have performed over past years but to indicate emerging and rapidly growing industries.

The goal of the OES program is to direct training programs to meet both current and long-range personnel needs. To that end, it is an invaluable tool enabling employers, educational planners, manpower analysts, economists an other users to intelligently deal with inequities in the supply and demand for workers in specific occupations on the local, state or national level. Some industries could not be published since they did not meet the publishing criteria. *(see Technical Data)*

In the use and dissemination of this
information please acknowledge:

New Hampshire Employment Security
Economic and Labor Market Information Bureau
32 South Main Street
Concord, NH 03301

1. Agricultural Services will be surveyed starting with the 1992 Manufacturing and Hospitals survey.

OCCUPATIONAL EMPLOYMENT IN TRANSPORTATION, COMMUNICATION AND PUBLIC UTILITIES INDUSTRIES

There were an estimated 16,747 wage and salary workers in the Transportation, Communication, and Public Utilities industries covered by the New Hampshire Unemployment Compensation Law during the survey period of the second quarter of 1991. Compared to a similar survey in 1988, employment in these industries declined by 1,132 workers (6.0 percent).

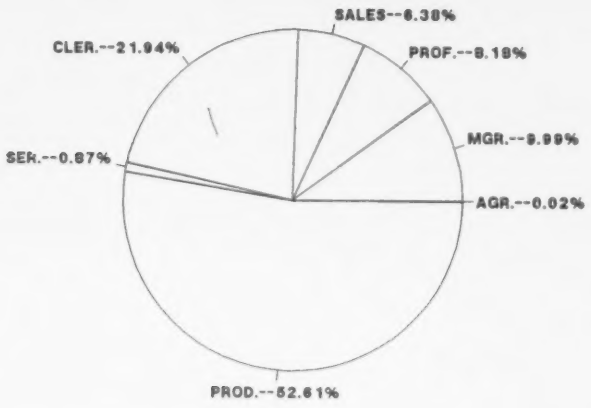
The three major industrial groups present in this occupational report by two digit SIC (Standard Industrial Classification) were Passenger Transportation (SIC 41); Motor Freight Transportation and Warehousing (SIC 42) and Communication (SIC 48). The Motor Freight Transportation and Warehousing Industry employed the largest number of workers with 4,350 employees (26.0 percent) followed by Communication with 3,960 workers (23.6 percent) and Passenger Transportation with 2,280 workers (13.6 percent).

Since the 1988 survey the Motor Freight Transportation and Warehousing and Communication industries downsized their workforce by 755 and 897 respectively while Passenger Transportation registered a growth of 233 workers (11.4 percent).

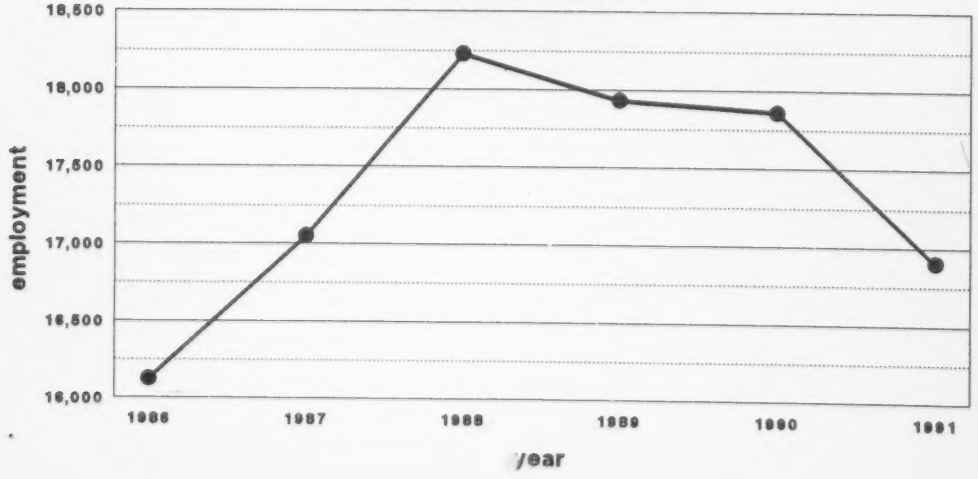
Our sample consisted of 287 units representing an employment of 13,503. Usable responses were received from 212 units (74 percent) of the units sampled. The reported employment was 8,561 (63 percent) of the employment in the sample.

Data for Railroad Transportation (SIC 40), Water Transportation (SIC 44), Air Transportation (SIC 45), Transportation Services (SIC 47), and Electric, Gas and Sanitary Services (SIC 49) were not published since they did not meet the criteria for publication (see Appendix).

Employment by Occupational Group
Transportation, Communication & Public Utilities



Annual Average Employment
Transportation, Communications, and
Public Utilities



TRANSPORTATION, COMMUNICATION AND PUBLIC UTILITIES INDUSTRIES
Reference Date: May 12, 1991

Occupations	Employment	Percent of Total Employment
TOTAL OCCUPATIONS	16,747	100.00
Managerial and Administrative Occupations	1,673	9.98
Financial Managers	44	0.26
Personnel, Training and Labor Relations Managers	5	0.03
Purchasing Managers	4	0.02
Marketing, Advertising and Public Relations Managers	45	0.27
Administrative Services Managers	22	0.13
Engineering, Mathematical and Natural Science Managers	23	0.14
Construction Managers	2	0.01
Communication, Transportation and Utilities Operations Managers	228	1.36
General Managers and Top Executives	395	2.36
All Other Managers and Administrators	905	5.40
Professional, Paraprofessional and Technical Occupations	1,370	8.20
Accountants and Auditors	81	0.48
Budget Analysts	3	0.02
All Other Financial Specialists	67	0.40
Purchasing Agents and Buyers, Except Farm	1	0.01
Personnel, Training and Labor Relations Specialists	10	0.06
All Other Management Support Workers	38	0.23
Electrical and Electronic Engineers	17	0.10
Computer Engineers	12	0.07
Mechanical Engineers	7	0.04
All Other Engineers	225	1.34
Electrical and Electronic Technicians and Technologists	18	0.11
Drafters	4	0.02
All Other Engineering Technicians and Technologists	110	0.66
All Other Physical Scientists	4	0.02
Life Scientists	1	0.01

TRANSPORTATION, COMMUNICATION AND PUBLIC UTILITIES INDUSTRIES
Reference Date: May 12, 1991

Occupations	Employment	Percent of Total Employment
System Analysts, Electronic Data Processing	4	0.02
Teachers and Instructors, Vocational Education	9	0.05
Emergency Medical Technicians	237	1.42
Writers and Editors	17	0.10
Public Relations Specialists and Publicity Writers	3	0.02
Reports and Correspondents	47	0.28
Broadcast News Analysts	12	0.07
Announcers, Radio and TV	207	1.24
Photographers	3	0.02
Camera Operators, TV and Movie	7	0.04
Broadcast Technicians	78	0.47
Artists and Related Workers	1	0.01
Producers, Directors, Actors and Other Entertainers	33	0.20
Air Traffic Controllers	25	0.15
All Other Professional Paraprofessional, and Technical Workers	89	0.53
Sales and Related Occupations	1,069	6.38
First Line Supervisors and Managers/Supervisors Sales and Related Occupations	214	1.28
Sales Agents, Selected Business Services	192	1.15
Travel Agents	414	2.47
Sales Agents, Advertising	115	0.69
Cashiers	18	0.11
All Other Sales and Related Workers	116	0.69
Clerical and Administrative Support Occupations	3,675	21.94
First Line Supervisors and Manager/Supervisors - Clerical and Administrative Support Occupations	107	0.64
Credit Checkers	2	0.01
Adjustment Clerks	85	0.51
Bill and Account Collectors	1	0.01
Travel Clerks	10	0.06
Reservation and Transportation Ticket Agents	360	2.15

TRANSPORTATION, COMMUNICATION AND PUBLIC UTILITIES INDUSTRIES
Reference Date: May 12, 1991

Occupations	Employment	Percent of Total Employment
Secretaries, Except Legal and Medical	180	1.07
Receptionists and Information Clerks	60	0.36
Typists, Including Word Processing	4	0.02
Personnel Clerks	31	0.19
Correspondence Clerks	3	0.01
Order Clerks, Materials, Merchandise and Service	12	0.07
Customers Service Representatives, Utilities	315	1.88
Bookkeeping, Accounting and Auditing Clerks	199	1.19
Payroll and Timekeeping Clerks	6	0.04
Billing, Cost and Rate Clerks	166	0.99
General Office Clerks	221	1.32
Billing, Posting and Calculating Machine Operators	12	0.07
Computer Operators, Except Peripheral Equipment	9	0.05
Peripheral EDP Equipment Operators	148	0.88
Data Entry Keyers, Except Composing	45	0.27
All Other Office Machine Operators	22	0.13
Switchboard Operators	5	0.03
Central Office Operators	137	0.82
Mail Clerks, Except Mail Machine Operators and Postal Service	9	0.05
Messengers	22	0.13
Dispatchers, Police, Fire and Ambulance	19	0.11
Dispatchers, Except Fire,Police and Ambulance	165	0.99
Stock Clerks, Stockroom, Warehouse, or Storage Yard	18	0.11
Shipping, Receiving, and Traffic Clerks	30	0.18
All Other Material Recording, Scheduling, and Distributing Workers	566	3.38
All Other Clerical and Administrative Support Workers	706	4.22
Service Occupations	145	0.87
Guards and Watch Guards	9	0.05
Food and Beverage Preparation and Service Workers	4	0.02
Ambulance Drivers and Attendants, Except Emergency Medical Technicians	1	0.01

TRANSPORTATION, COMMUNICATION AND PUBLIC UTILITIES INDUSTRIES
Reference Date: May 12, 1991

Occupations	Employment	Percent of Total Employment
Cleaning and Building Service Workers	31	0.19
Guides	1	0.01
All Other Service Workers	99	0.59
Agricultural, Forestry, Fishing, and Related Occupations	4	0.02
Production, Construction, Operating, Maintenance and Material Handling Occupations	8,811	52.61
First Line Supervisors and Manager/Supervisors - Mechanics, Installers and Repairers	64	0.38
First Line Supervisors and Manager/Supervisors - Construction Trades and Extractive Workers	1	0.01
First Line Supervisors and Managers/Supervisors Transportation, and Material Moving Machine and Vehicle Operators	44	0.26
First Line Supervisors and Managers/Supervisors Helpers, Laborers, and Material Movers, Hand	60	0.36
All Other First Line Supervisors and Manager/Supervisors - Production, Construction, Maintenance and Related Workers	336	2.01
Transportation Inspectors	2	0.01
All Other Inspectors, Testers, and Related Workers	28	0.17
Machinery Maintenance Mechanics, Marine Equipment	3	0.02
Machinery Maintenance Workers	2	0.01
Maintenance Repairers, General Utility	98	0.59
Automotive Mechanics	90	0.54
Automotive Body and Related Repairers	32	0.19
Bus and Truck Mechanics and Diesel Engine Specialists	184	1.10
Central Office and PBX Installers and Repairers	276	1.65
Frame Wirers, Central Office	7	0.04
Radio Mechanics	1	0.01
Telephone and Cable TV Lines Installers and Repairers	737	4.40
Data Processing Equipment Repairers	1	0.01

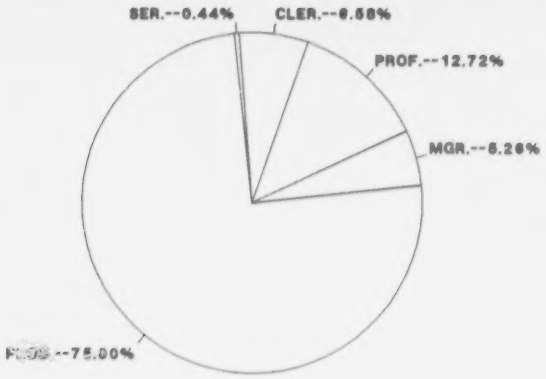
TRANSPORTATION, COMMUNICATION AND PUBLIC UTILITIES INDUSTRIES
Reference Date: May 12, 1991

Occupations	Employment	Percent of Total Employment
Electronics Repairers, Commercial and Industrial Equipment	6	0.04
Electrical Power-Line Installers and Repairers	29	0.17
Station Installers and Repairers, Telephone	56	0.33
Electrical Installers and Repairers, Transportation Equipment	1	0.01
All Other Electrical and Electronic Equipment Mechanics, Installers and Repairers	654	3.91
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	18	0.11
Tire Repairers and Changers	5	0.03
All Other Mechanics, Installers and Repairers	494	2.95
Carpenters	5	0.03
All Other Construction Trade Workers	113	0.67
All Other Construction and Extractive Workers, Except Helpers	2	0.01
Painters, Transportation Equipment	2	0.01
Welders and Cutters	10	0.06
All Other Plant and System Operators	611	3.65
Truck Drivers, Heavy/Tractor-Trailer	1,280	7.64
Truck Drivers, Light, Inc. Delivery and Route Workers	793	4.74
Bus Drivers, Except School	337	2.01
Bus Drivers, School	1,048	6.26
Taxi Drivers and Chauffeurs	115	0.69
All Other Transportation and Related Workers	120	0.72
Longshore Equipment Operators	4	0.02
Hoist and Winch Operators	5	0.03
Crane and Tower Operators	1	0.01
Industrial Truck and Tractor Operators	85	0.51
All Other Material Moving Equipment Operators	204	1.22
Helpers, Mechanics and Repairers	16	0.10
Helpers, All Other Construction Trades Workers	19	0.11
Stevedores, Except Equipment Operators	6	0.04
Refuse and Recyclable Material Collectors	217	1.29
Hand Packers and Packagers	66	0.39
Vehicle Washers and Equipment Cleaners	36	0.21
All Other Helpers, Laborers, and Material Movers, Hand	487	2.91

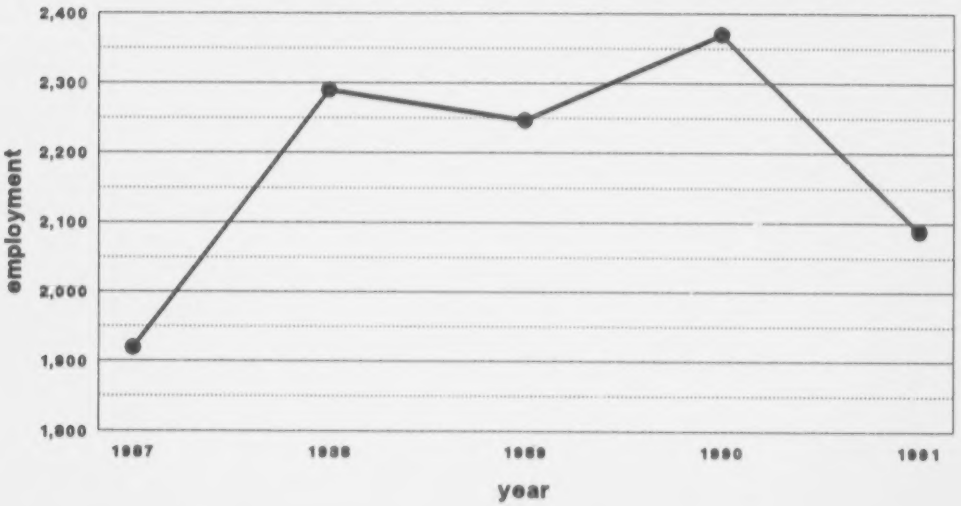
THE FIFTEEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK SIC (40-42, 44-49)

Rank	Occupational Title	May 1991 Estimated Employment	Percent of Total
1	Truck Drivers, Heavy/Tractor-Trailer	1,280	7.64
2	Bus Drivers, School	1,048	6.26
3	Truck Drivers, Light, Include Delivery and Route Workers	793	4.74
4	Telephone and Cable TV Lines Installers and Repairers	737	4.40
5	Travel Agents	414	2.47
6	General Managers and Top Executives	395	2.36
7	Reservation and Transportation Ticket Agents	360	2.15
8	Bus Drivers, Except School	337	2.01
9	Customers Service Representatives, Utilities	315	1.88
10	Central Office and PBX Installers and Repairers	276	1.65
11	Emergency Medical Technicians	237	1.42
12	Communication, Transportation and Utilities Operations Managers	228	1.36
13	General Office Clerks	221	1.32
14	Refuse and Recyclable Material Collectors	217	1.30
15	First Line Supervisors and Managers/Supervisors Sales and Related Occupations	214	1.28

Employment by Occupational Group
Local and Inter Urban Passenger Transit



Annual Average Employment
Local and Inter Urban Passenger Transit



NEW HAMPSHIRE
SIC 41 LOCAL AND INTERURBAN PASSENGER TRANSIT
BENCHMARK EMPLOYMENT: 2,270 TOTAL NUMBER OF RESPONDENTS: 44
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	2,280	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	120	5.26	N.A.	N.A.
FINANCIAL MANAGERS	10	0.44	0.00	6.82
COMMUNICATIONS/TRANSPORTATION & UTILITIES MANAGERS	70	3.07	24.84	34.09
GENERAL MANAGERS & TOP EXECUTIVES	40	1.75	10.89	40.91
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	290	12.72	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	40	1.75	N.A.	N.A.
OTHER FINANCIAL SPECIALISTS	40	1.75	N.A.	N.A.
HEALTH PRACTITIONERS, TECHNICIANS & TECHNOLOGISTS	240	10.53	N.A.	N.A.
EMERGENCY MEDICAL TECHNICIANS	240	10.53	15.11	11.36
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS	10	0.44	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT	150	6.58	N.A.	N.A.
SECRETARIES, EXCEPT LEGAL & MEDICAL	20	0.88	10.83	18.18
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	30	1.32	13.55	29.55
GENERAL OFFICE CLERKS	20	0.88	23.53	15.91
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING	50	2.19	N.A.	N.A.
DISPATCHERS, POLICE, FIRE & AMBULANCE	20	0.88	37.59	6.82
DISPATCHERS, EXCEPT POLICE, FIRE & AMBULANCE	30	1.32	18.75	22.73
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT	30	1.32	N.A.	N.A.
SERVICE OCCUPATIONS	10	0.44	N.A.	N.A.

N.A. - not available or not calculated

Division total includes all occupations but only occupations passing confidentiality are shown.

NEW HAMPSHIRE
SIC 41 LOCAL AND INTERURBAN PASSENGER TRANSIT
BENCHMARK EMPLOYMENT: 2,270 TOTAL NUMBER OF RESPONDENTS: 44
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
CLEANING & BUILDING SERVICE.....	10	0.44	0.00	9.09
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....	1,710	75.00	N.A.	N.A.
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...	10	0.44	N.A.	N.A.
FIRST LINE SUPERVISORS, TRANSPORT/MOVING MACHINES.....	10	0.44	40.82	6.82
MECHANICS, INSTALLERS & REPAIRERS.....	110	4.82	N.A.	N.A.
BUS & TRUCK MECHANICS & DIESEL ENGINE SPECIALISTS.....	80	3.51	6.31	43.18
OTHER MOBILE EQUIPMENT MECHANICS/INSTALL/REPAIR.....	30	1.32	N.A.	N.A.
MOTOR VEHICLE OPERATORS.....	1,550	67.98	N.A.	N.A.
BUS DRIVERS, EXCEPT SCHOOL....	340	14.91	16.09	20.45
BUS DRIVERS, SCHOOL.....	1,050	46.05	1.84	40.91
TAXI DRIVERS & CHAUFFEURS.....	120	5.26	16.41	18.18
OTHER MOTOR VEHICLE OPERATORS.....	40	1.75	N.A.	N.A.
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	30	1.32	N.A.	N.A.
VEHICLE WASHERS & EQUIPMENT CLEANERS.....	20	0.88	14.91	11.36
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	10	0.44	N.A.	N.A.
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING...	10	0.44	N.A.	N.A.

N.A. - not available or not calculated

Division total includes all occupations but only occupations passing confidentiality are shown.

TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 41 LOCAL AND INTERURBAN PASSENGER TRANSIT
BENCHMARK EMPLOYMENT: 2,270 TOTAL NUMBER OF RESPONDENTS: 44
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
BUS DRIVERS, SCHOOL.....	1,050	46.05	1.84	40.91
BUS DRIVERS, EXCEPT SCHOOL.....	340	14.91	16.09	20.45
EMERGENCY MEDICAL TECHNICIANS.....	240	10.53	15.11	11.36
TAXI DRIVERS & CHAUFFEURS.....	120	5.26	16.41	18.18
BUS & TRUCK MECHANICS & DIESEL ENGINE SPECIALISTS.....	80	3.51	6.31	43.18
COMMUNICATIONS/TRANSPORTATION & UTILITIES MANAGERS.....	70	3.07	24.84	34.09
GENERAL MANAGERS & TOP EXECUTIVES.....	40	1.75	10.89	40.91
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	30	1.32	13.55	29.55
DISPATCHERS, EXCEPT POLICE, FIRE & AMBULANCE.....	30	1.32	18.75	22.73
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	20	0.88	10.83	18.18
GENERAL OFFICE CLERKS.....	20	0.88	23.53	15.91
DISPATCHERS, POLICE, FIRE & AMBULANCE.....	20	0.88	37.59	6.82
VEHICLE WASHERS & EQUIPMENT CLEANERS.....	20	0.88	14.91	11.36

N.A. - not available or not calculated

Division total includes all occupations but only occupations passing confidentiality are shown.

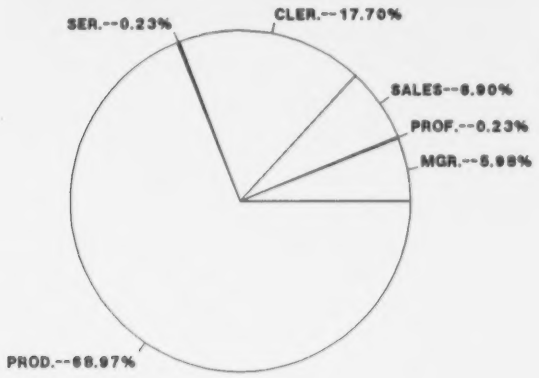
TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 41 LOCAL AND INTERURBAN PASSENGER TRANSIT
BENCHMARK EMPLOYMENT: 2,270 TOTAL NUMBER OF RESPONDENTS: 44
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
BUS & TRUCK MECHANICS & DIESEL ENGINE SPECIALISTS.....	80	3.51	6.31	43.18
GENERAL MANAGERS & TOP EXECUTIVES.....	40	1.75	10.89	40.91
BUS DRIVERS, SCHOOL.....	1,050	46.05	1.84	40.91
COMMUNICATIONS/TRANSPORTATION & UTILITIES MANAGERS.....	70	3.07	24.84	34.09
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	30	1.32	13.55	29.55
DISPATCHERS, EXCEPT POLICE, FIRE & AMBULANCE.....	30	1.32	18.75	22.73
BUS DRIVERS, EXCEPT SCHOOL.....	340	14.91	16.09	20.45
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	20	0.88	10.83	18.18
TAXI DRIVERS & CHAUFFEURS.....	120	5.26	16.41	18.18
GENERAL OFFICE CLERKS.....	20	0.88	23.53	15.91

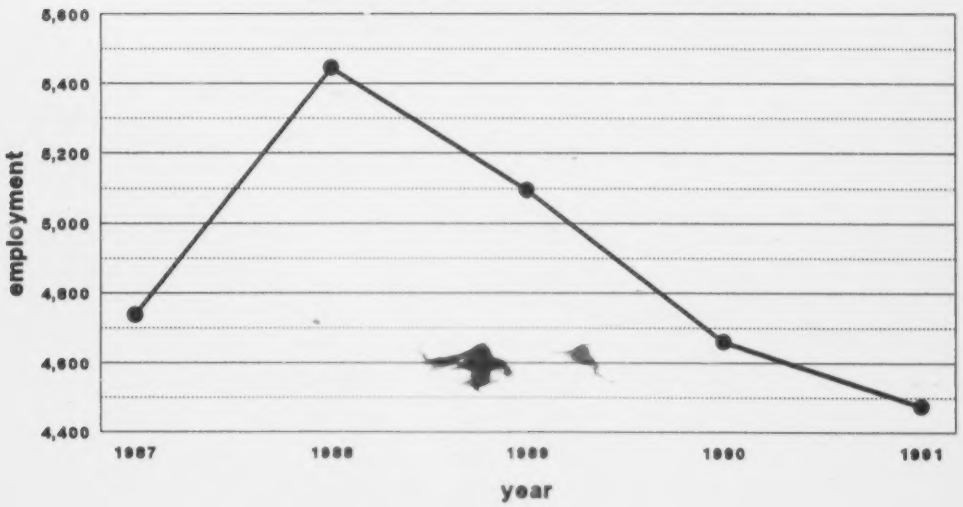
N.A. - not available or not calculated

Division total includes all occupations but only occupations passing confidentiality are shown.

Employment by Occupational Group
Trucking and Warehousing



Annual Average Employment
Trucking and Warehousing



NEW HAMPSHIRE
SIC 42 TRUCKING AND WAREHOUSING
BENCHMARK EMPLOYMENT: 4,380 TOTAL NUMBER OF RESPONDENTS: 46
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	4,350	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	260	5.98	N.A.	N.A.
OTHER ADMINISTRATIVE MANAGERS	10	0.23	N.A.	N.A.
COMMUNICATIONS/TRANSPORTATION & UTILITIES MANAGERS	80	1.84	20.58	30.43
GENERAL MANAGERS & TOP EXECUTIVES	170	3.91	8.62	47.83
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	10	0.23	N.A.	N.A.
ALL OTHER MANAGEMENT SUPPORT	10	0.23	N.A.	N.A.
SALES & RELATED OCCUPATIONS	300	6.90	N.A.	N.A.
SALES REPRESENTATIVES & SALESPERSONS, SERVICES	110	2.53	N.A.	N.A.
SALES AGENTS, BUSINESS SERVICES	110	2.53	11.68	28.26
ALL OTHER SALES & RELATED	190	4.37	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT	770	17.70	N.A.	N.A.
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE	40	0.92	16.72	19.57
ADJUSTMENT CLERKS	50	1.15	0.00	10.87
SECRETARIES, EXCEPT LEGAL & MEDICAL	120	2.76	25.04	30.43
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	90	2.07	15.73	26.09
BILLING, COST & RATE CLERKS	150	3.45	11.97	39.13
GENERAL OFFICE CLERKS	100	2.30	20.80	32.61
OFFICE MACHINE OPERATORS, DATA PROCESSORS	60	1.38	N.A.	N.A.
OTHER OFFICE MACHINE OPERATORS	60	1.38	N.A.	N.A.
OTHER MAIL & MESSAGE DISTRIBUTORS	10	0.23	N.A.	N.A.

N.A. - not available or not calculated

Division total includes all occupations but only occupations passing confidentiality are shown.

NEW HAMPSHIRE
SIC 42 TRUCKING AND WAREHOUSING
BENCHMARK EMPLOYMENT: 4,380 TOTAL NUMBER OF RESPONDENTS: 46
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....	100	2.30	N.A.	N.A.
DISPATCHERS, EXCEPT POLICE, FIRE & AMBULANCE.....	70	1.61	31.00	30.43
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....	30	0.69	N.A.	N.A.
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....	50	1.15	N.A.	N.A.
SERVICE OCCUPATIONS.....	10	0.23	N.A.	N.A.
ALL OTHER SERVICE WORKERS.....	10	0.23	N.A.	N.A.
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....	3,000	68.97	N.A.	N.A.
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...	100	2.30	N.A.	N.A.
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN....	100	2.30	N.A.	N.A.
MECHANICS, INSTALLERS & REPAIRERS.....	240	5.52	N.A.	N.A.
MAINTENANCE REPAIRERS, GENERAL UTILITY.....	70	1.61	48.39	15.22
AUTOMOTIVE MECHANICS.....	40	0.92	26.27	15.22
AUTOMOTIVE BODY & RELATED REPAIRERS.....	20	0.46	0.00	13.04
BUS & TRUCK MECHANICS & DIESEL ENGINE SPECIALISTS.....	100	2.30	11.55	26.09
OTHER MECHANICS, INSTALLERS & REPAIRERS.....	10	0.23	N.A.	N.A.
OTHER HAND WORKERS, NEC.....	10	0.23	N.A.	N.A.
OTHER HAND WORKERS, NEC.....	10	0.23	N.A.	N.A.
MOTOR VEHICLE OPERATORS.....	1,830	42.07	N.A.	N.A.
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....	1,260	28.97	9.32	67.39
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....	570	13.10	10.79	23.91
ALL OTHER TRANSPORTATION & RELATED WORKERS.....	20	0.46	N.A.	N.A.

N.A. - not available or not calculated

Division total includes all occupations but only occupations passing confidentiality are shown.

NEW HAMPSHIRE
SIC 42 TRUCKING AND WAREHOUSING
BENCHMARK EMPLOYMENT: 4,380 TOTAL NUMBER OF RESPONDENTS: 46
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
MATERIAL MOVING EQUIPMENT OPERATORS	100	2.30	N.A.	N.A.
INDUSTRIAL TRUCK & TRACTOR OPERATORS	80	1.84	26.67	10.87
OTHER MATERIAL MOVING EQUIPMENT OPERATORS	20	0.46	N.A.	N.A.
HELPERS, LABORERS & MATERIAL MOVERS, HAND	700	16.09	N.A.	N.A.
REFUSE COLLECTORS	220	5.06	37.41	15.22
HAND PACKERS & PACKAGERS	70	1.61	43.76	6.52
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND	410	9.43	N.A.	N.A.

N.A. - not available or not calculated

Division total includes all occupations but only occupations passing confidentiality are shown.

TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 42 TRUCKING AND WAREHOUSING
BENCHMARK EMPLOYMENT: 4,380 TOTAL NUMBER OF RESPONDENTS: 46
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....	1,260	28.97	9.32	67.39
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....	570	13.10	10.79	23.91
REFUSE COLLECTORS.....	220	5.06	37.41	15.22
GENERAL MANAGERS & TOP EXECUTIVES.....	170	3.91	8.62	47.83
BILLING, COST & RATE CLERKS.....	150	3.45	11.97	39.13
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	120	2.76	25.04	30.43
SALES AGENTS, BUSINESS SERVICES.....	110	2.53	11.68	28.26
GENERAL OFFICE CLERKS.....	100	2.30	20.80	32.61
BUS & TRUCK MECHANICS & DIESEL ENGINE SPECIALISTS.....	100	2.30	11.55	26.09
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	90	2.07	15.73	26.09

N.A. - not available or not calculated

Division total includes all occupations but only occupations passing confidentiality are shown.

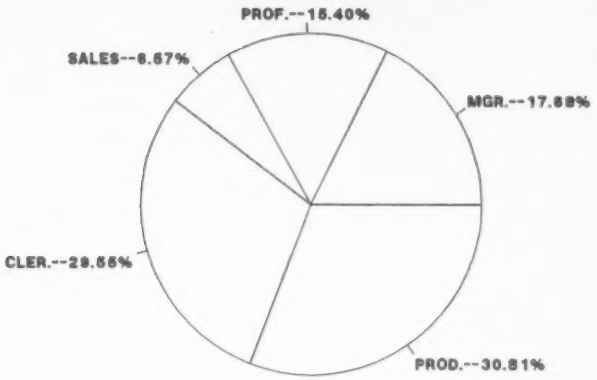
TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 42 TRUCKING AND WAREHOUSING
BENCHMARK EMPLOYMENT: 4,380 TOTAL NUMBER OF RESPONDENTS: 46
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER	1,260	28.97	9.32	67.39
GENERAL MANAGERS & TOP EXECUTIVES	170	3.91	8.62	47.83
BILLING, COST & RATE CLERKS	150	3.45	11.97	39.13
GENERAL OFFICE CLERKS	100	2.30	20.80	32.61
COMMUNICATIONS/TRANSPORTATION & UTILITIES MANAGERS	80	1.84	20.58	30.43
SECRETARIES, EXCEPT LEGAL & MEDICAL	120	2.76	25.04	30.43
DISPATCHERS, EXCEPT POLICE, FIRE & AMBULANCE	70	1.61	31.00	30.43
SALES AGENTS, BUSINESS SERVICES	110	2.53	11.68	28.26
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	90	2.07	15.73	26.09
BUS & TRUCK MECHANICS & DIESEL ENGINE SPECIALISTS	100	2.30	11.55	26.09

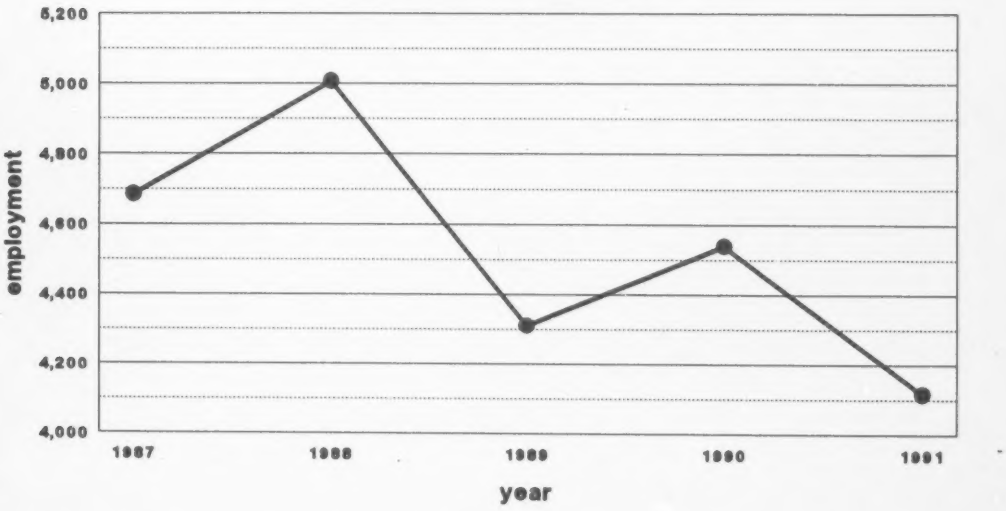
N.A. - not available or not calculated

Division total includes all occupations but only occupations passing confidentiality are shown.

Employment by Occupational Group
Communications



Annual Average Employment
Communications



NEW HAMPSHIRE
SIC 48 COMMUNICATION
BENCHMARK EMPLOYMENT: 4,070 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	3,960	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	700	17.68	N.A.	N.A.
FINANCIAL MANAGERS	30	0.76	17.40	30.30
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	40	1.01	15.99	45.45
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS	20	0.51	37.65	15.15
OTHER ADMINISTRATIVE MANAGERS	10	0.25	N.A.	N.A.
COMMUNICATIONS/TRANSPORTATION & UTILITIES MANAGERS	40	1.01	17.09	36.36
GENERAL MANAGERS & TOP EXECUTIVES	100	2.53	18.22	72.73
ALL OTHER MANAGERS & ADMINISTRATORS	460	11.62	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	610	15.40	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	10	0.25	N.A.	N.A.
ACCOUNTANTS & AUDITORS	10	0.25	30.15	12.12
ALL OTHER MANAGEMENT SUPPORT	10	0.25	N.A.	N.A.
ENGINEERS	170	4.29	N.A.	N.A.
ELECTRICAL & ELECTRONIC ENGINEERS	20	0.51	40.55	9.09
COMPUTER ENGINEERS	10	0.25	23.57	9.09
ALL OTHER ENGINEERS	140	3.54	N.A.	N.A.
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS	10	0.25	N.A.	N.A.
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS	10	0.25	N.A.	N.A.
WRITERS & EDITORS	20	0.51	34.30	12.12
BROADCAST NEWS ANALYSTS	10	0.25	26.35	12.12
ANNOUNCERS, RADIO/TELEVISION	210	5.30	30.36	27.27
BROADCAST TECHNICIANS	80	2.02	30.34	30.30
PRODUCERS, DIRECTORS, ACTORS & OTHER ENTERTAINERS	30	0.76	48.01	15.15

N.A. - not available or not calculated

Division total includes all occupations but only occupations passing confidentiality are shown.

NEW HAMPSHIRE
SIC 48 COMMUNICATION
BENCHMARK EMPLOYMENT: 4,070 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS....	60	1.52	N.A.	N.A.
SALES & RELATED OCCUPATIONS.....	260	6.57	N.A.	N.A.
FIRST LINE SUPERVISORS, SALES & RELATED.....	30	0.76	16.97	27.27
SALES REPRESENTATIVES & SALESPERSONS, SERVICES.....	170	4.29	N.A.	N.A.
SALES AGENTS, BUSINESS SERVICES.....	50	1.26	12.66	18.18
SALES AGENTS, ADVERTISING.....	120	3.03	15.26	30.30
ALL OTHER SALES & RELATED.....	60	1.52	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT.....	1,170	29.55	N.A.	N.A.
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....	30	0.76	24.80	33.33
OTHER BANKING, SECURITY, FINANCE & CREDIT WORKERS.....	30	0.76	N.A.	N.A.
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	40	1.01	19.69	30.30
RECEPTIONISTS & INFORMATION CLERKS.....	40	1.01	17.25	27.27
CUSTOMER SERVICE REPRESENTATIVES, UTILITIES.....	320	8.08	6.38	39.39
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	30	0.76	38.45	27.27
GENERAL OFFICE CLERKS.....	70	1.77	17.70	48.48
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....	160	4.04	N.A.	N.A.
OTHER OFFICE MACHINE OPERATORS.....	160	4.04	N.A.	N.A.
OTHER COMMUNICATIONS EQUIPMENT OPERATORS.....	140	3.54	N.A.	N.A.
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....	280	7.07	N.A.	N.A.
DISPATCHERS, EXCEPT POLICE, FIRE & AMBULANCE.....	30	0.76	9.75	24.24

N.A. - not available or not calculated

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NEW HAMPSHIRE
SIC 48 COMMUNICATION
BENCHMARK EMPLOYMENT: 4,070 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....	10	0.25	22.27	12.12
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....	240	6.06	N.A.	N.A.
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....	30	0.76	N.A.	N.A.
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....	1,220	30.81	N.A.	N.A.
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...	50	1.26	N.A.	N.A.
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS	50	1.26	12.58	30.30
MECHANICS, INSTALLERS & REPAIRERS.....	1,170	29.55	N.A.	N.A.
MAINTENANCE REPAIRERS, GENERAL UTILITY.....	20	0.51	31.94	18.18
OTHER MOBILE EQUIPMENT MECHANICS/INSTALL/REPAIR.....	20	0.51	N.A.	N.A.
OTHER COMMUNICATION EQUIPMENT MECHANICS/INSTALL/REPAIR.....	280	7.07	N.A.	N.A.
ELECTRICAL POWERLINE INSTALLERS & REPAIRERS.....	30	0.76	48.52	9.09
OTHER ELECTRICAL/ELECTRONIC EQUIPMENT MECHANIC/INSTALL....	800	20.20	N.A.	N.A.
OTHER MECHANICS, INSTALLERS & REPAIRERS.....	20	0.51	N.A.	N.A.

N.A. - not available or not calculated

Division total includes all occupations but only occupations passing confidentiality are shown.

TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 48 COMMUNICATION
BENCHMARK EMPLOYMENT: 4,070 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
CUSTOMER SERVICE REPRESENTATIVES, UTILITIES.....	320	8.08	6.38	39.39
ANNOUNCERS, RADIO/TELEVISION.....	210	5.30	30.36	27.27
SALES AGENTS, ADVERTISING.....	120	3.03	15.26	30.30
GENERAL MANAGERS & TOP EXECUTIVES.....	100	2.53	18.22	72.73
BROADCAST TECHNICIANS.....	80	2.02	30.34	30.30
GENERAL OFFICE CLERKS.....	70	1.77	17.70	48.48
SALES AGENTS, BUSINESS SERVICES.....	50	1.26	12.66	18.18
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS....	50	1.26	12.58	30.30
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....	40	1.01	15.99	45.45
COMMUNICATIONS/TRANSPORTATION & UTILITIES MANAGERS.....	40	1.01	17.09	36.36
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	40	1.01	19.69	30.30
RECEPTIONISTS & INFORMATION CLERKS.....	40	1.01	17.25	27.27

N.A. - not available or not calculated

Division total includes all occupations but only occupations passing confidentiality are shown.

TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 48 COMMUNICATION
BENCHMARK EMPLOYMENT: 4,070 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : May 12, 1991

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
GENERAL MANAGERS & TOP EXECUTIVES	100	2.53	18.22	72.73
GENERAL OFFICE CLERKS	70	1.77	17.70	48.48
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	40	1.01	15.99	45.45
CUSTOMER SERVICE REPRESENTATIVES, UTILITIES	320	8.08	6.38	39.39
COMMUNICATIONS/TRANSPORTATION & UTILITIES MANAGERS	40	1.01	17.09	36.36
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE	30	0.76	24.80	33.33
FINANCIAL MANAGERS	30	0.76	17.40	30.30
BROADCAST TECHNICIANS	80	2.02	30.34	30.30
SALES AGENTS, ADVERTISING	120	3.03	15.26	30.30
SECRETARIES, EXCEPT LEGAL & MEDICAL	40	1.01	19.69	30.30
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS	50	1.26	12.58	30.30

N.A. - not available or not calculated

Division total includes all occupations but only occupations passing confidentiality are shown.

TECHNICAL NOTES

Industry data are based on the Standard Industrial Classification Manual *(SIC)*, 1987.

Employment estimates contained within this publication are compiled only from full and part-time nonfarm wage and salary employment. Agricultural production workers, self-employed or unpaid family workers, private household workers, and military personnel are not included.

Relative errors are developed only for specific occupations. The relative error for a major occupational category or group of occupations suppressed into an All Other residual category is denoted in the tables as N/A *(not applicable)*.

Historical industry employment data are annual average nonfarm wage and salary employment estimates, whereas 1990 occupational estimates are based on industry employment levels for the reference month of the survey; therefore, the Historical industry employment may differ slightly from the occupational employment estimates.

The criteria used for publishing occupational estimates were as follows:

1) Industry employment of 1,000 or more.

2) Response rate of at least 70 percent.

3) Three or more employers reporting a specific occupation.

4) A maximum relative error of 50 percent for firms with at least a 75 percent response for employment.

5) A maximum relative error of 35 percent for firms with a response rate less than 75 percent but greater than or equal to 70 percent.

6) No one firm reporting 50 percent of the occupational estimate or two firms combined reporting 75 percent of the occupational estimate.

7) Estimates for specific occupations which did not meet publication criteria were added to the appropriate residual all other category.

Zero variances relate only to sampling error and does not indicate a perfect estimate. Under the old system nonresponse error was reflected in the variance formula and was treated as part of sampling *(measurable)* error. Under the new EDS *(Estimates Delivery System)*, nonresponse error is treated as non sampling error and is, by definition, unmeasurable.

APPENDIX

The OES coding structure provides for the allocation of occupations reported into seven major categories. Specifically these occupational categories are as follows:

10000-19999	I.	Managerial and Administrative Occupations

Includes top and middle level managers, administrators, and executives. Primary duties are policy making, planning, staffing, directing or controlling the activities of industrial, commercial, governmental or other establishments. Typical examples are: Corporate Officers; Plant Managers; Branch Managers; District Managers; Production Superintendents; General Superintendents; and Managers of such departments as budget, purchasing, sales and distribution, advertising, public relations, personnel and training, etc.

20000-39999	II.	Professional, Paraprofessional and Technical Occupations

Includes persons concerned with the theoretical or practical aspects of such fields as science, art, education, law and business relations where substantial post-secondary educational preparation or equivalent on-the-job training or experience is required. Typical examples are: Architects; Engineers; Metallurgists; Physicists; Mathematicians; Statisticians; Biologists; Economists; Accountants and Auditors; Purchasing Agents; Public Relations Practitioners; Personnel and Training Specialists (other than department managers); Lawyers; Physicians and Surgeons; Registered Nurses; Editors and Writers; Teachers; Air Traffic Controllers; Computer Programmers; Drafters, and Chemical Technicians (except Health).

40000-49999	III.	Sales and Related Occupations

Includes persons selling goods or services and others directly related to sales. Typical examples are: Sales Agents and Placers; Insurance; Sales Engineers; Cashiers; and Salespersons, Retail.

50000-59999	IV.	Clerical and Administrative Support Occupations

Includes persons performing office and plant clerical tasks such as typing, filing, computer operating, records keeping (personnel, stock, production, billing, etc.); and mail preparation and distributing.

60000-69999	V.	Service Occupations

Includes workers in occupations relating to protective service, food service, health assisting service, cleaning and building service and personal service.

70000-79999	VI.	Agricultural, Forestry, Fishing and Related Occupations Includes workers concerned with agricultural production, forestry, and fishing. Also included in this division are agriculture related workers such as animal caretakers and groundskeepers.
80000-98999	VII.	Production, Construction, Operating, Maintenance and Material Handling Occupations Includes all skilled, semiskilled and unskilled workers performing machine and manual tasks involving production, construction, operating, maintenance, repair and material handling operations.

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55205-2,28-U

A Labor Market Information Report

New Hampshire Occupational Employment Statistics

Manufacturing Industries 1992

New Hampshire Employment Security
Economic and Labor Market Information Bureau

BEST AVAILABLE COPY

NEW HAMPSHIRE STAFFING PATTERNS IN MANUFACTURING INDUSTRIES 1992

An Occupational Employment Statistics Survey

Conducted By The

Economic and Labor Market Information Bureau
NEW HAMPSHIRE EMPLOYMENT SECURITY

In Cooperation with the
U.S. DEPARTMENT OF LABOR STATISTICS

George E. Nazer
Director

Bruce DeMay
Supervisor

William Halm
Labor Market Analyst II

Published March 1994

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PREFACE

Our sincere appreciation is extended to those employers who participated in this survey. Without their support, this publication would not have been possible.

We also would like to express our thanks to the United States Department of Labor, both at the regional level in Boston, MA and the national level in Washington, DC for their help in the Federal-State Cooperative effort.

This report was prepared by the New Hampshire Occupational Employment Statistics Program Coordinator, William Halm; Word Processor II, Kathleen L. Schoeneman; and Word Processor I, Shelley Pevine.

Your comments and suggestions as well as requests for more information are most welcome. We may be reached at the following address:

New Hampshire Employment Security
Occupational Employment Statistics Unit
32 South Main Street
Concord, NH 03301-4857

Phone (603) 228-4120

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TDD Access: Relay NH 1-800-375-2964

INTRODUCTION

The United States Department of Labor initiated the OES program in mid 1971 to meet the increasing demand for current occupational data. The program consists of three distinct segments:

1. OES Survey
2. Industry - Occupation Matrix
3. Projections

This publication only presents the OES Survey Segment of the program. The OES survey is a periodic mail survey of a sample of establishments selected from the ES-202 and is conducted on a three - year cycle:

Year 1	Manufacturing, Hospitals and Agricultural Services
Year 2	Non-Manufacturing
Year 3	Balance of Non-Manufacturing

Data are collected from employing establishments primarily by mail with telephone follow-ups and personal visits when an establishments response is critical to the survey. The OES survey is based on a random sample of all employers in the state, covered under New Hampshire's unemployment insurance law and stratified by industry and size and sample units were systematically selected from each stratum and designed to represent the total or universe of establishments covered in the survey. These data are then used to estimate total wage and salary employment by occupation and industry for the state.

The occupational estimates resulting from a complete three year survey round are used to generate an industry/occupation matrix for a base year where the base year is the last year of the complete three year survey round. Occupational patterns for those industries that are not in the scope of the OES survey *(Federal, Self-Employed, and Unpaid Family Workers)* are developed using national OES and Census data.

The industry employment projections by occupations are based on knowing the staffing patterns or occupational makeup of the industry *(as determined by the OES survey)* and the industry employment of the target year using a statistical technique called regression analysis. The projected occupational employment is obtained by applying the adjusted staffing pattern ratios.

Between April 1992 and July 1993 New Hampshire Employment Security conducted an occupational employment survey of Manufacturing establishments by means of a questionnaire. This report was compiled from usable returns from the original mailing plus three follow-ups.

As used in this report, Standard Industrial Classification *(SIC)* defines industries according to composition and structure and spans the entire field of economic activities. Industrially classified statistics are used not only to show how industries have performed over past years but to indicate emerging and rapidly growing industries.

The goal of the OES program is to direct training programs to meet both current and long-range personnel needs. To that end, it is an invaluable tool enabling employers, educational planners, manpower analysts, economists and other users to intelligently deal with inequities in the supply and demand for workers in specific occupations on the local, state or national level. Some industries could not be published since they did not meet the publishing criteria. *(see Technical Data)*

In the use and dissemination of this
information please acknowledge:

New Hampshire Employment Security
Economic and Labor Market Information Bureau
32 South Main Street
Concord, NH 03301

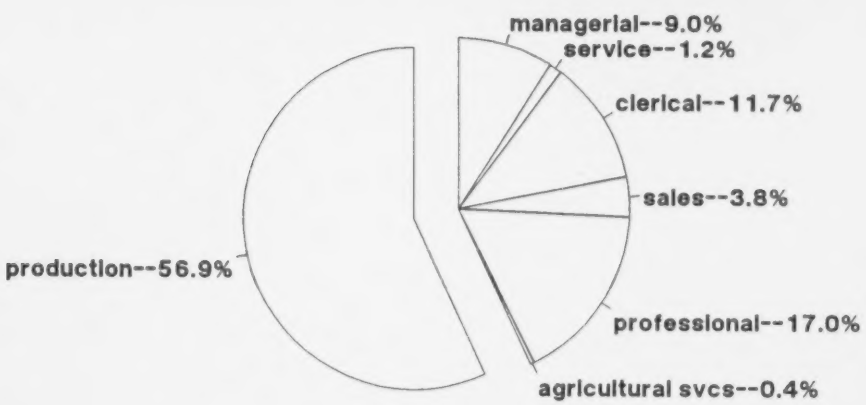
OCCUPATIONAL EMPLOYMENT IN MANUFACTURING IN NEW HAMPSHIRE (SIC 20-39)

Establishments classified as manufacturing include firms that are engaged in the mechanical or chemical transformation of materials or substances into new products. These firms are usually referred to as plants, factories, or mills, and characteristically use power driven machines and material handling equipment. Included in this division are firms that assemble component parts of manufactured products if the new product is neither a structure nor other fixed improvements. Blending of materials such as lubricating oils, plastics, resins, or liquors are included also. Manufacturing production is usually carried on for the wholesale market, for interplant transfer, or to order for industrial users, rather than for direct sale to the domestic consumer.

The manufacturing economy of New Hampshire reached peak manufacturing employment in 1984 with 123,315 workers. Neglecting the slight increase in 1988 of 429 workers, the trend reversed itself until in 1992 the employment stood at 97,721, the low point for the eleven year period. Wage and salary workers employed in all manufacturing industries in New Hampshire during the survey period of the second quarter of 1992 totalled 97,889. This represented a decrease of 16,576 workers *(14.5 percent)* from the previous survey conducted in 1989.

Durable manufactured goods employment showed declines in all industries during the second quarter of 1992 except for fabricated metal products which showed a 1.7 percent increase. However, most components from 1991 to 1992 posted smaller decreases, with the annual average down less than 2 percent. Industrial and Commercial Machinery *(including computer equipment)*, which had more job losses than any other manufacturing sector, managed to slow losses to 1,100 in 1992 from the 1,400 lost in each of the previous two years.

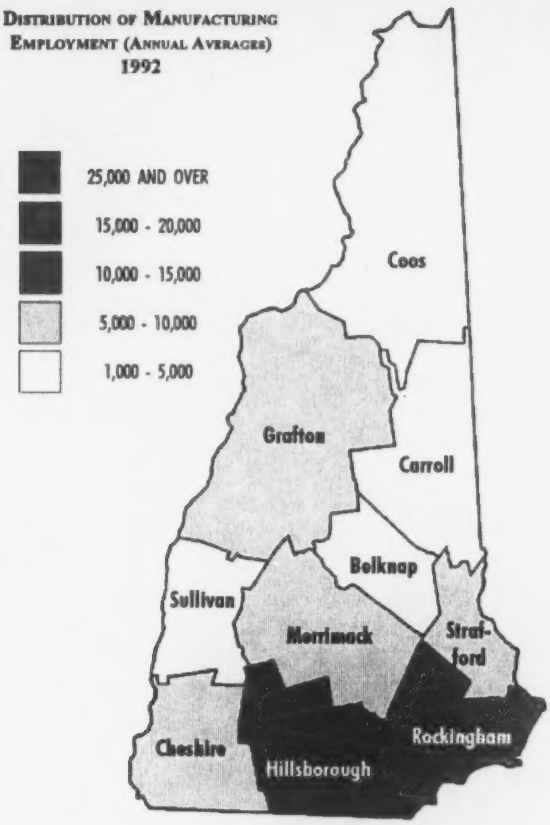
Distribution of Occupational Groups in Manufacturing Industries Division



Nondurable manufactured goods showed declines in all industries during the second quarter of 1992. However, there was a small rise in the annual average employment from 1991 to 1992. For 1992, the Apparel category outperformed other nondurable goods sectors, with an average gain of 400 jobs, an increase over-the-year of 27 percent. The Paper and Allied Products Industries posted job losses averaging 500 annually in 1992. Job order losses and stiff competition were factors responsible for the job losses.

With respect to occupational composition in the 1992 survey, the dominant group was production *(56.9 percent)* compared to *(60.2 percent)* in 1989. The next largest occupational group, professional, paraprofessional and technical accounted for *(17.0 percent)* compared to *(15.2 percent)* in 1989. The clerical group showed only a slight percentage drop *(12.2 to 11.7 percent)* while the managerial group increased by 1.3 percentage points *(7.7 to 9.0 percent)*.

Data for furniture and fixtures *(SIC 25)*, petroleum and coal products *(SIC 29)*, stone, clay and glass products *(SIC 32)*, fabricated metal products *(SIC 34)*, industrial and commercial machinery and computer products *(SIC 35)*, and transportation equipment *(SIC 37)* were not published since they did not meet the criteria for publication *(see appendix)*.



DISTRIBUTION OF MANUFACTURING EMPLOYMENT (ANNUAL AVERAGE) BY COUNTY 1992

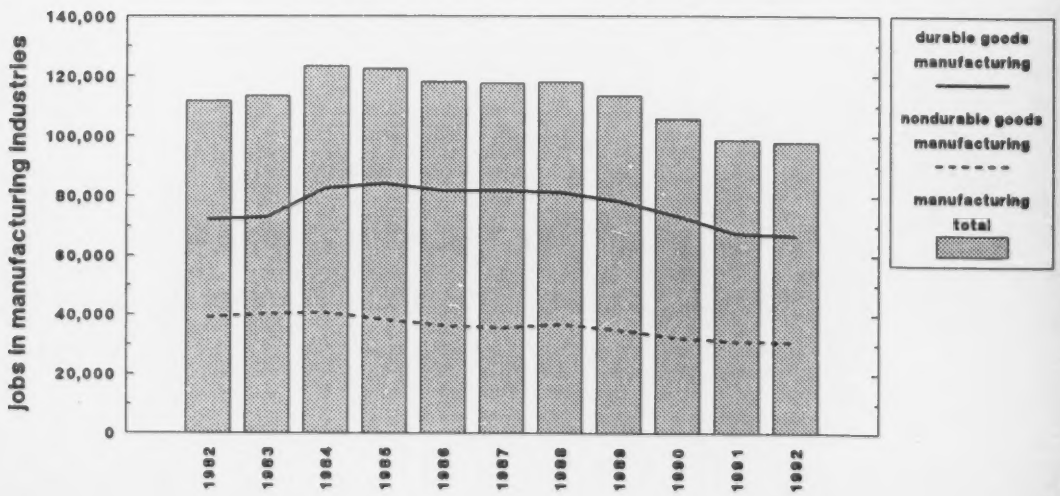
State Total	**97,721**
Hillsborough	**39,604**
Rockingham	**13,487**
Strafford	**9,598**
Merrimack	**8,741**
Cheshire	**6,829**
Grafton	**6,380**
Sullivan	**4,036**
Belknap	**3,862**
Coos	**3,776**
Carroll	**1,130**
Statewide*	**277**

*** (comprises those employing units not assigned a specific location)**

ANNUAL AVERAGE EMPLOYMENT IN NEW HAMPSHIRE MANUFACTURING INDUSTRIES 1987 - 1992

SIC	INDUSTRY	AVERAGE EMPLOYMENT 1987	1988	1989	1990	1991	1992
20-39	**All Manufacturing**	**117,458**	**117,912**	**113,364**	**105,608**	**98,600**	**97,721**
24-25, 32-39	**Durable Goods**	**81,791**	**81,299**	**78,408**	**73,449**	**67,536**	**66,780**
24	Lumber and Wood Products, Except Furniture	6,205	5,833	4,897	4,296	3,831	4,101
25	Furniture and Fixtures	1,527	1,535	1,254	1,203	1,027	1,093
32	Stone, Clay, Glass, and Concrete Products	3,439	2,483	2,387	2,302	1,920	1,882
33	Primary Metals	4,359	4,637	4,477	4,182	3,854	3,960
34	Fabricated Metal Products	6,637	6,895	6,855	6,612	6,142	7,000
35	Machinery, Except Electrical	25,327	25,236	24,219	22,882	21,390	20,479
36	Electrical and Electronic Machinery, Equipment	22,852	14,936	15,099	14,603	13,366	13,335
37	Transportation Equipment	1,430	1,329	1,224	1,158	1,187	*
38	Instruments and Related Products	7,915	16,104	15,703	14,015	12,706	11,947
39	Miscellaneous Manufacturing Industries	2,098	2,311	2,294	2,198	2,114	*
20-23, 26-31	**Nondurable Goods**	**35,667**	**36,612**	**34,956**	**32,159**	**31,064**	**30,941**
20	Food and Kindred Products	2,861	2,813	2,771	2,649	2,648	2,526
22	Textile Mill Products	3,803	3,613	3,680	3,352	3,177	3,305
23	Apparel	2,014	1,790	1,730	1,404	1,433	1,784
26	Paper and Allied Products	5,568	5,478	5,460	5,225	5,360	4,698
27	Printing, Publishing and Allied Industries	7,937	8,451	8,039	7,743	7,276	7,374
28-29	Chemicals, Petroleum Refining and Related Industries	1,247	1,344	1,222	1,170	1,243	1,325
30	Rubber and Miscellaneous Plastic Products	8,457	9,778	9,103	8,178	7,974	7,991
31	Leather and Leather Products	3,780	3,346	2,953	2,439	1,954	1,939

Manufacturing Industries Division Employment, 1982-1992



MANUFACTURING INDUSTRIES
(SIC 20-39)

EMPLOYMENT CHANGES BETWEEN OES SURVEY PERIODS (1989-1992) BY INDUSTRY

SIC Code	Industry Description	2nd Qtr. 89 Estimated Employment	2nd Qtr. 92 Estimated Employment	Numerical Change	Percent Change
20 - 39	**ALL MANUFACTURING**	**114,465**	**97,889**	**-16,576**	**-14.5**
24 - 25, 32 - 39	**DURABLE GOODS**	**79,388**	**66,815**	**-12,573**	**-15.8**
24	Lumber and Wood Products Except Furniture	4,947	3,917	-1,030	-20.8
25	Furniture and Fixtures	1,238	1,082	-156	-12.6
32	Stone, Clay, Glass and Concrete Products	2,393	1,906	-487	-20.4
33	Primary Metals	4,564	3,965	-599	-13.1
34	Fabricated Metal Products	6,902	7,018	116	1.7
35	Machinery, Except Electrical	24,543	20,790	-3,753	-15.3
36	Electrical and Electronic Machinery, Equipment	15,318	13,134	-2,184	-14.3
37	Transportation Equipment	1,258	1,029	-229	-18.2
38	Instruments and Related Products	15,972	12,052	-3,920	-24.5
39	Miscellaneous Manufacturing Industries	2,253	1,922	-331	-14.7
20 - 23, 26 - 31	**NONDURABLE GOODS**	**35,077**	**31,074**	**-4,003**	**-11.4**
20	Food and Kindred Products	2,724	2,576	-148	-5.4
22	Textile Mill Products	3,679	3,306	-373	-10.1
23	Apparel	1,821	1,749	-72	-3.9
26	Paper and Allied Products	5,450	4,628	-822	-15.1
27	Printing, Publishing and Allied Industries	7,988	7,462	-526	-6.6
28 - 29	Chemicals, Petroleum Refining and Related Industries	1,244	1,377	133	10.7
30	Rubber and Miscellaneous Plastic Products	9,301	8,077	-1,224	-13.2
31	Leather and Leather Products	2,870	1,899	-971	-33.8

TABLE I

STAFFING PATTERNS
PERCENTAGE DISTRIBUTION OF MAJOR OCCUPATIONAL GROUPS
MANUFACTURING INDUSTRIES

Sic Code	Industry Code	Second Qtr. 1992 Estimated Employment	Managerial 10000-19999	Professional And Technical 20000-39999	Sales 40000-49999	Clerical 50000-59999	Service 60000-69999	Agricultural 70000-79999	Production 80000-98999
20-39	**TOTAL ALL MANUFACTURING**	**97,889**	**9.0**	**17.0**	**3.8**	**11.7**	**1.2**	**0.4**	**56.9**
24,25, 32-39	**DURABLE GOODS MANUFACTURING**	**66,815**	**10.0**	**21.1**	**3.6**	**11.3**	**1.2**	**0.4**	**52.4**
24	LUMBER AND WOOD PRODUCTS EXCEPT FURNITURE	3,917	8.6	3.3	2.2	9.2	2.1	7.6	67.0
242	Sawmills and Planing Mills	1,184	7.2	0.8	0.2	6.8	1.7	9.3	74.0
243	Millwork, Veneer, Plywood and Structural Wood Members	923	8.9	8.2	3.3	10.1	0.7	0.0	68.8
25	FURNITURE AND FIXTURES	1,082	6.3	7.0	6.5	16.1	0.4	0.0	63.7
251	Household Furniture	726	5.9	5.4	4.5	17.1	3.0	0.0	66.8
32	STONE, CLAY, GLASS, AND CONCRETE PRODUCTS	1,906	10.5	4.0	7.1	12.7	0.9	0.0	64.7
327	Concrete, Gypsum, and Plaster Products	807	7.8	1.7	5.6	10.9	0.0	0.0	74.0
33	PRIMARY METAL INDUSTRIES	3,965	6.4	7.1	2.1	8.7	1.1	0.0	74.6
335	Rolling, Drawing, and Extruding of Nonferrous Metals	1,836	7.5	6.2	2.7	8.7	0.8	0.0	81.5
336	Nonferrous Foundries *(Castings)*	916	4.5	3.9	1.3	8.0	0.8	0.0	81.5
34	FABRICATED METAL PRODUCTS, EXCEPT MACHINERY AND TRANSPORTATION EQUIPMENT	7,018	6.2	6.7	2.4	8.7	1.3	0.0	74.6
344	Fabricated Structural Metal Products	1,664	9.5	7.1	3.3	8.4	1.6	0.0	70.1
346	Metal Forgings and Stampings	2,036	4.4	8.5	2.9	7.5	0.9	0.0	75.7
349	Miscellaneous Fabricated Metal Products	1,358	8.0	7.7	2.6	13.0	1.0	0.0	67.7
35	INDUSTRIAL AND COMMERCIAL MACHINERY, AND COMPUTER EQUIPMENT	20,790	15.1	32.1	5.6	11.3	0.7	0.0	35.2
354	Metalworking Machinery and Equipment	1,995	8.3	16.8	4.6	10.9	0.7	0.0	58.7
355	Special Industry Machinery, Except Metalworking Machinery	2,584	9.0	16.7	3.5	15.6	0.7	0.0	54.5
356	General Industrial Machinery and Equipment	4,230	7.0	11.4	6.1	10.6	0.6	0.0	64.3
357	Computer and Office Equipment	9,637	22.8	54.6	6.8	10.0	0.7	0.0	5.0
359	Industrial and Commercial Machinery and Equipment	1,760	10.7	5.9	1.8	13.2	1.3	0.0	67.2
36	ELECTRONIC AND OTHER ELECTRICAL EQUIPMENT AND COMPONENTS, EXCEPT COMPUTER EQUIPMENT	13,134	7.4	18.0	3.6	10.5	0.9	0.0	59.6
364	Electric Lighting and Wiring Equipment	2,781	5.8	12.6	2.6	8.5	0.7	0.0	69.9
367	Electronic Components and Accessories	8,200	6.9	23.0	4.5	11.1	1.0	0.0	53.4
369	Miscellaneous Electrical Machinery, Equipment and Supplies	773	5.8	11.3	6.9	7.6	0.0	0.0	68.4

TABLE I

STAFFING PATTERNS
PERCENTAGE DISTRIBUTION OF MAJOR OCCUPATIONAL GROUPS
MANUFACTURING INDUSTRIES

Sic Code	Industry Code	Second Qtr. 1992 Estimated Employment	Managerial 10000-19999	Professional And Technical 20000-39999	Sales 40000-49999	Clerical 50000-59999	Service 60000-69999	Agricultural 70000-79999	Production 80000-98999
37	TRANSPORTATION EQUIPMENT	1,029	5.4	5.2	0.0	9.4	2.7	0.0	77.2
38	INSTRUMENTS AND RELATED SUPPLIES	12,052	8.9	32.3	1.2	14.5	1.6	0.0	41.5
381	Search Detection, Navigation Guidance, Aeronautical and Nautical Systems Instruments and Equipment	6,150	11.3	54.1	0.2	17.2	2.2	0.0	15.0
382	Measuring and Controlling Instruments	4,106	6.1	12.0	2.2	11.8	0.7	0.0	67.2
384	Medical Instruments and Supplies	1,706	6.9	7.0	3.0	9.4	1.5	0.0	72.2
39	MISCELLANEOUS MANUFACTURING INDUSTRIES	1,922	6.7	3.9	3.3	12.6	2.2	0.0	71.3
399	Miscellaneous Manufacturers	935	7.6	4.6	3.4	15.2	1.3	0.0	67.9
20 - 23 26 - 31	**NONDURABLE GOODS MANUFACTURING**	**31,074**	**7.2**	**8.2**	**4.2**	**12.4**	**1.3**	**0.2**	**66.5**
20	FOOD AND KINDRED PRODUCTS	2,576	7.7	5.8	4.2	9.1	1.9	0.2	71.0
208	Beverages	821	4.5	8.9	0.5	6.6	0.0	0.0	79.5
22	TEXTILE MILL PRODUCTS	3,306	6.4	4.5	1.0	9.0	1.0	0.0	78.0
223	Broad Woven Fabric Mills, Wool	678	6.9	1.6	0.0	4.9	0.9	0.0	85.7
224	Narrow Fabrics and Other Smallwares Mills: Cotton, Wool, Silk and Man-made Fiber	828	7.5	8.6	1.1	8.3	0.4	0.0	74.1
23	APPAREL AND OTHER FINISHED PRODUCTS MADE FROM FABRICS AND SIMILAR MATERIALS	1,749	8.5	5.0	2.6	13.3	0.6	0.0	70.0
233	Women's, Misses', and Juniors' Outerwear	657	3.3	0.8	0.0	4.3	0.3	0.0	91.3
26	PAPER AND ALLIED PRODUCTS	4,628	6.3	5.9	2.1	7.3	1.9	1.2	75.3
262	Paper Mills	2,444	4.6	7.0	1.3	6.9	2.2	2.2	75.8
267	Miscellaneous Converted Paper Products	1,944	7.9	3.9	2.1	7.5	1.9	0.0	76.7
27	PRINTING, PUBLISHING, AND ALLIED INDUSTRIES	7,462	8.9	13.9	9.2	19.8	0.6	0.0	47.5
271	Newspaper: Publishing, Publishing and Printing	2,175	7.2	25.8	15.0	19.5	0.7	0.0	31.7
275	Commercial Printing	2,168	8.9	5.0	7.6	16.9	0.5	0.0	61.1
28,29	CHEMICALS, PETROLEUM REFINING, AND RELATED INDUSTRIES	1,377	17.3	11.0	8.0	17.4	5.3	0.0	41.0
30	RUBBER AND MISCELLANEOUS PLASTIC PRODUCTS	8,077	4.5	7.6	1.0	7.3	1.2	0.0	78.3
305	Hose, Belting, and Gasket Packing	1,179	1.4	4.6	0.0	5.1	2.7	0.0	86.2
308	Miscellaneous Plastics Products	5,825	5.0	8.2	1.2	8.4	1.0	0.0	76.1
31	LEATHER AND LEATHER PRODUCTS	1,899	6.7	4.5	7.0	23.2	0.7	0.0	57.9
314	Footwear, Except Rubber	1,664	6.1	4.8	6.8	24.9	0.7	0.0	56.6

MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
TOTAL ALL OCCUPATIONS		**97,889**	**100.00**
	10000		
MANAGERS AND ADMINISTRATORS	**19999**	**8,899**	**9.09**
Financial Managers	13002	679	0.69
Personnel, Training, and Labor Relations Managers	13005	339	0.35
Purchasing Managers	13008	203	0.21
Marketing, Advertising, and Public Relations Managers	13011	1185	1.21
Administrative Services Managers	13014	300	0.31
Engineering, Mathematical, and Natural Sciences Managers	13017	1,641	1.68
Industrial Production Managers	15014	1,280	1.31
General Managers and Top Executives	19005	2,215	2.26
All Other Managers and Administrators	19999	1,057	1.07
PROFESSIONAL, PARAPROFESSIONAL AND	**20000**		
TECHNICAL OCCUPATIONS	**39999**	**16,624**	**16.98**
Accounts and Auditors	21114	879	0.92
Budget Analysts	21117	61	0.06
All Other Financial Specialists	21199	69	0.07
Purchasing Agents and Buyers, Farm Products	21305	1	*
Purchasing Agents and Buyers, Except Farm Products	21308	752	0.77
Personnel, Training, and Labor Relations Specialists	21511	174	0.18
Cost Estimators	21902	346	0.35
All Other Management Support Workers	21999	1,522	1.55
Metallurgists and Metallurgical Ceramic, and Materials Engineers	22105	62	0.06
Chemical Engineers	22114	80	0.08
Civil Engineers, Including Traffic	22121	18	0.02
Electrical and Electronic Engineers	22126	1,437	1.47
Computer Engineers	22127	2,592	2.65
Industrial Engineers, Except Safety	22128	457	0.47
Safety Engineers, Except Mining	22132	21	0.02
Mechanical Engineers	22135	1,140	1.16
All Other Engineers	22199	586	0.60
Civil Engineering Technicians and Technologists	22502	3	*
Electrical and Electronic Engineering Technicians and Technologists	22505	894	0.91
Industrial Engineering Technicians and Technologists	22508	92	0.09
Mechanical Engineering Technicians and Technologists	22511	281	0.29
Drafters	22514	607	0.62
All Other Engineering and Related Technicians and Technologists	22599	553	0.56
Chemists	24105	88	0.09
All Other Physical Scientists	24199	45	0.05
Life Scientists	24300	11	0.01
Forest and Conservation Scientists	24302	16	0.02
Biological Scientists	24308	13	0.01
Chemical Technicians and Technologists, Except Health	24505	198	0.20
All Other Physical and Life Science Technicians and Technologists	24599	26	0.03
Systems Analysts, Electronic Data Processing	25102	462	0.47
Computer Programmers	25105	735	0.75

MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE *(continued)*

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Computer Programmer Aides	25108	141	0.14
Programmers - Numerical, Tool, and Process Control	25111	42	0.04
All Other Computer Scientists	25199	56	0.06
Operations and Systems Researchers and Analysts, Except Computer	25302	53	0.05
Statisticians	25312	7	0.01
Librarians, Professional	31502	7	0.01
All Other Health Professionals, Paraprofessionals and Technical Workers	32000	50	0.05
Writers and Editors	34002	464	0.47
Technical Writers	34005	484	0.49
Public Relations Specialists	34008	6	0.01
Reporters and Correspondents	34011	277	0.28
Photographers	34023	67	0.07
Artists and Related Workers	34035	143	0.15
Designers	34038	282	0.29
All Other Professional, Paraprofessional, and Technical Workers	39999	324	0.33
SALES OCCUPATIONS	**40000 49999**	**3,699**	**3.78**
First Line Supervisors and Manager/Supervisors - Sales and Related Occupations	41002	468	0.48
Sales Agents, Advertising	43023	229	0.23
Sales Engineers	49002	338	0.35
Sales Representatives, Scientific and Related Products and Services, Except Retail	49005	723	0.74
Sales Representatives, Except Scientific and Related Products, or Services, and Retail	49008	1,220	1.25
Sales Persons, Retail	49011	82	0.08
Cashiers	49023	21	0.02
News and Street Vendors, Telephone Solicitors, Door-to-Door Sales, and Other Related Workers	49026	42	0.04
All Other Related Occupations	49999	576	0.59
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	**50000 59999**	**11,416**	**11.66**
First Line Supervisors and Manager/Supervisors - Clerical and Administrative Support Occupations	51002	507	0.52
Adjustment Clerks	53123	477	0.49
Advertising Clerks	53908	101	0.10
Proofreaders and Copy Makers	53911	70	0.07
Secretaries, Except Legal and Medical	55108	1,899	1.94
Receptionists and Information Clerks	55305	189	0.19
Typists, Including Word Processing	55307	138	0.14
Personnel Clerks	55314	149	0.15
File Clerks	55321	48	0.05
Order Clerks	55323	503	0.51
Procurement Clerks	55326	119	0.12
Statistical Clerks	55328	18	0.02

MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE *(continued)*

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Bookkeeping, Accounting and Auditing Clerks	55338	1,294	1.32
Payroll and Timekeeping Clerks	55341	201	0.21
Billing, Cost, and Rate Clerks	55344	177	0.18
General Office Clerks	55347	1,072	1.10
Billing, Posting, and Calculating Machine Operators	56002	33	0.03
Duplicating Machine Operators	56005	2	*
Mail Machine Operators	56008	51	0.05
Computer Operators	56011	245	0.25
Data Entry Keyers, Except Composing	56017	145	0.15
Data Entry Keyers, Composing	56021	71	0.07
All Other Office Machine Operators	56099	43	0.04
Switchboard Operators	57102	176	0.18
Mail Clerks, Except Mail Machine Operators and Post Office	57302	24	0.02
Messengers	57311	10	0.01
Dispatchers, Except Police, Fire, and Ambulance	58005	14	0.01
Production, Planning, and Expediting Clerks	58008	1,130	1.15
Weighers, Measures, Checkers, and Samplers - Recordkeeping	58017	79	0.08
Stock Clerks - Stockroom, Warehouse, or Storage Yard	58023	689	0.70
Traffic, Shipping, and Receiving Clerks	58028	1,439	1.47
All Other Material Recording, Scheduling, and Distributing Workers	58099	162	0.17
All Other Clerical and Administrative Support Workers	59999	141	0.14
SERVICE OCCUPATIONS	**60000 69999**	**1,188**	**1.21**
First Line Supervisors and Manager/Supervisors - Service	61000	129	0.13
Guards and Watch Guards	63047	223	0.23
Food Beverage Preparation and Service Occupations	65000	11	0.01
Janitors and Cleaners	67005	759	0.78
All Other Cleaning and Building Service Workers, Except Private Households	67099	25	0.02
All Other Service Workers	69999	41	0.04
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	**70000 79999**	**358**	**0.37**
First Line Supervisors and Manager/Supervisors - Agricultural, Forestry, Fishing and Related Occupations	72002	30	0.03
Fallers and Buckers	73002	91	0.09
Log Handling Equipment Operators	73008	72	0.07
Logging Tractor Operators	73011	77	0.08
All Other Timber Cutting and Related Logging Workers	73099	32	0.03
Log Graders and Scalers	79008	24	0.02
Graders and Sorters, Agricultural Products	79011	6	0.01
All Other Agricultural, Forestry, Fishing, and Related Workers	79999	26	0.03
PRODUCTION, CONSTRUCTION, OPERATING MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	**80000 98999**	**55,705**	**56.91**

MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE *(continued)*

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
First Line Supervisors and Manager/Supervisors - Mechanics, Installers, and Repairers	81002	239	0.24
First Line Supervisors and Manager/Supervisors - Production and Operating Workers	81008	2,596	2.65
First Line Supervisors and Manager/Supervisors - Transportation and Material Moving Machine and Vehicle Occupations	81011	58	0.06
First Line Supervisors and Manager/Supervisors - Helpers, Laborers, and Material Movers: Hand	81017	131	0.13
All Other First Line Supervisors and Manager/Supervisors - Production, Construction, Maintenance, and Related Occupations	81099	120	0.12
Precision Inspectors, Testers, and Graders	83002	1,063	1.09
Production Inspectors, Testers, Graders, Sorters, Samplers, and Weighers	83005	2,131	2.18
Machinery Maintenance Mechanics	85110	842	0.86
Machinery Maintenance Mechanics - Textile Machines	85112	94	0.10
Machine Maintenance Mechanics - Sewing Machines	85113	20	0.02
Machine Maintenance Mechanics - Water or Power Generation Plant	85118	9	0.01
All Other Machinery Maintenance Mechanics	85119	204	0.21
Millwrights	85123	245	0.25
Machinery Maintenance Workers	85128	175	0.18
Maintenance Repairers, General Utility	85132	1,024	1.05
Automotive Mechanics	85302	45	0.05
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	35	0.04
Mobile Heavy Equipment Mechanics, Except Engines	85314	14	0.01
Data Processing Equipment Repairers	85705	42	0.04
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	37	0.04
Precision Instrument Repairers	85905	141	0.14
Installers and Repairers - Manufactured Buildings, Mobile Homes, and Travel Trailers	85938	9	0.01
Menders	85956	31	0.03
All Other Mechanics, Installers, and Repairers	85999	145	0.15
Carpenters	87102	222	0.23
Electricians	87202	304	0.31
Concrete and Terrazzo Finishers	87311	6	0.01
Painters and Paperhangers	87402	29	0.03
Plumbers and Pipefitters	87502	112	0.11
All Other Construction Trades Workers	87899	6	0.01
All Other Construction and Extractive Workers, Except Helpers	87999	20	0.02
Tool and Die Makers	89102	661	0.68
Precision Instrument Makers	89105	23	0.02
Machinists	89108	1,573	1.61
Tool Grinders, Filers, Sharpeners, and Other Precision Grinders	89111	199	0.20
Pattern and Model Makers, Metal	89114	28	0.03
Precision Layout Workers, Metal	89117	96	0.10
Jewelers, and Silversmiths	89123	66	0.07
Sheetmetal Workers	89132	446	0.46
All Other Precision Metal Workers	89199	137	0.14

MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE *(continued)*

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Pattern and Model Makers - Wood	89302	30	0.03
Wood Machinists	89308	233	0.24
Cabinetmakers and Bench Carpenters	89311	328	0.34
Furniture Finishers	89314	49	0.05
All Other Precision Woodworkers	89399	10	0.01
Fabric and Apparel Pattern - Makers and Layout Workers	89502	35	0.04
Custom Tailors and Sewers	89505	10	0.01
Shoe and Leather Workers and Repairers - Precision	89511	133	0.14
Precision Dyers	89521	10	0.01
Precision Compositors, Typesetters, and Arrangers	89702	24	0.25
Job Printers	89705	37	0.38
Past-Up Workers	89706	192	0.20
Electronic Pagination System Operators	89707	83	0.08
Photoengravers	89712	49	0.50
Camera Operators	89713	94	0.96
Scanner Operators	89715	37	0.04
Strippers	89717	128	0.13
Platemakers	89718	54	0.06
All Other Lithography and Photoengraving Workers	89719	12	0.01
Bookbinders	89721	1	*
All Other Precision Printing Workers	89799	5	0.01
Slaughterers and Butchers	89802	7	0.01
Bakers, Manufacturing	89805	30	0.03
Food Batchmakers	89808	28	0.03
Precision Foundry Mold and Core Makers	89902	94	0.10
Precision Molders, Shapers, Casters, and Carvers	89905	47	0.05
Precision Pattern Makers, Model Makers, Layout Workers, and Cutters	89908	4	*
Precision Detail Design Decorators and Painters	89911	9	0.01
Precision Optical Goods Workers	89917	126	0.13
Medical Appliance Makers	89923	29	0.03
All Other Precision Workers	89999	58	0.06
Sawing Machine Tool Setters and Set-up Operators, Metal and Plastic	91102	81	0.08
Lathe and Turning Machine Tool Setters and Set-up Operators, Metal and Plastic	91105	649	0.66
Drilling and Boring Machine Tool Setters and Set-up Operators, Metal and Plastic	91108	255	0.26
Milling and Planing Machine Setters and Set-up Operators, Metal and Plastic	91111	356	0.36
Grinding, Lapping, and Buffing Machine Tool Setters and Set-up Operators, Metal and Plastic	91114	244	0.25
Machine Tool Cutting Operators and Tenders, Metal and Plastic	91117	804	0.82
Punching Machine Setters and Set-up Operators, Metal and Plastic	91302	645	0.66
Press and Press Brake Machine Setters and Set-up Operators, Metal and Plastic	91305	212	0.22
Shear and Slitter Machine Setters and Set-up Operators, Metal and Plastic	91308	74	0.08
Extruding and Drawing Machine Setters and Set-up Operators, Metal and Plastic	91311	197	0.20
Rolling Machine Setters and Set-up Operators, Metal and Plastic	91314	163	0.17

MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE *(continued)*

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Forging Machine Setters and Set-up Operators, Metal and Plastic	91317	12	0.01
Machine Forming Operators and Tenders, Metal and Plastic	91321	927	0.95
Numerical Control Machine Tool Operators and Tenders, Metal and Plastic	91502	841	0.86
Combination Machine Tool Setters and Set-up Operators, Metal and Plastic	91505	374	0.38
Combination Machine Tool Operators and Tenders, Metal and Plastic	91508	324	0.33
Welding Machine Setters and Set-up Operators	91702	166	0.17
Welding Machine Operators and Tenders	91705	100	0.10
Soldering and Brazing Machine Setters and Set-up Operators	91708	35	0.04
Soldering and Brazing Machine Operators and Tenders	91711	27	0.03
Metal Fabricators, Structural Metal Products	91714	58	0.06
Plastic Molding and Casting Machine Setters and Set-up Operators	91902	413	0.42
Plastic Molding and Casting Machine Operators and Tenders	91905	397	0.41
Metal Molding, Coremaking, and Casting Machine Setters and Set-up Operators	91908	37	0.04
Metal Molding, Coremaking, and Casting Machine Operators and Tenders	91911	10	0.01
Shakeout Workers	91914	25	0.03
Electrolytic Plating and Coating Machine Setters and Set-up Operators, Metal and Plastic	91917	161	0.16
Electrolytic Plating and Coating Machine Operators and Tenders, Metal and Plastic	91921	74	0.08
Non-Electrolytic Plating and Coating Machine Setters and Set-up Operators, Metal and Plastic	91923	6	0.01
Non-Electrolytic Plating and Coating Machine Operators and Tenders, Metal and Plastic	91926	12	0.01
Heating Equipment Setters and Set-up Operators, Metal and Plastic	91928	34	0.35
Heat Treating, Annealing and Tempering Machine Operators and Tenders, Metal and Plastic	91932	40	0.04
Furnace Operators and Tenders	91935	24	0.02
All Other Metal and Plastic Machine Setters and Set-up Operators	92197	347	0.35
All Other Metal and Plastic Machine Operators and Tenders	92198	591	0.60
Sawing Machine Setters and Set-up Operators	92302	129	0.13
Head Sawyers	92305	58	0.06
Sawing Machine Operators and Tenders	92308	154	0.16
Woodworking Machine Setters and Set-up Operators, Except Sawing	92311	170	0.17
Woodworking Machine Operators and Tenders, Except Sawing	92314	206	0.21
Printing Press Machine Setters and Set-up Operators	92510	61	0.06
Offset Lithographic Press Setters and Set-up Operators	92512	324	0.33
Letterpress Setters and Set-up Operators	92515	33	0.03
All Other Printing Press Setters and Set-up Operators	92519	58	0.06
Specialty Materials, Printing Machine Setters and Set-up Operators	92522	24	0.02
Screen Printing Machine Setters and Set-up Operators	92524	124	0.13
Bindery Machine Setters and Set-up Operators	92525	179	0.18

MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE *(continued)*

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
All Other Printing Related Setters and Set-up Operators	92529	12	0.01
Typesetting and Composing Machine Operators and Tenders	92541	280	0.03
Printing Press Machine Operators and Tenders	92543	385	0.39
Bindery Machine Operators and Tenders	92546	145	0.15
All Other Printing, Binding, and Related Machine Operators and Tenders	92549	46	0.05
Textile Machine Setters and Set-up Operators	92702	254	0.26
Textile Machine Operators and Tenders - Winding, Twisting, Knitting, Weaving, and Cutting	92705	729	0.74
Extruding and Forming Machine Operators and Tenders, Synthetic or Glass Fibers	92708	11	0.01
Textile Draw-out Machine Operators and Tenders	92711	114	0.12
Textile Bleaching and Dyeing Machine Operators and Tenders	92714	134	0.14
Sewing Machine Operators, Garment	92717	721	0.74
Sewing Machine Operators, Non-Garment	92721	179	0.18
Shoe Sewing Machine Operators and Tenders	92723	367	0.37
Laundry and Dry Cleaning Machine Operators and Tenders	92726	7	0.01
Pressing Machine Operators and Tenders	92728	60	0.06
Electronic Semiconductor Processors	92902	156	0.16
Paper Goods Machine Setters and Set-up Operators	92914	269	0.27
Cooking Machine Operators and Tenders, Food	92917	12	0.01
Roasting, Baking, and Drying Machine Operators and Tenders, Food	92921	2	*
Furnace, Kiln, Oven, Drier, or Kettle Operators and Tenders	92923	123	0.13
Boiler Operators and Tenders	92926	80	0.08
Cooling and Freezing Equipment Operators and Tenders	92928	60	0.06
Dairy Processing Equipment Operators, Including Setters	92932	38	0.04
Chemical Equipment Controllers and Operators	92935	117	0.12
Chemical Equipment Tenders	92938	23	0.02
Cutting and Slicing Machine Setters and Set-up Operators	92941	354	0.36
Cutting and Slicing Machine Operators and Tenders	92944	394	0.40
Photoengraving and Lithographing Machine Operators and Tenders	92545	9	0.01
Coating, Painting, and Spraying Machine Setters and Set-up Operators	92951	319	0.33
Coating, Painting, and Spraying Machine Operators and Tenders	92953	281	0.29
Cementing and Gluing Machine Operators and Tenders	92956	101	0.10
Cleaning, Washing, and Pickling Equipment Operators and Tenders	92958	186	0.19
Separating, Filtering, Clarifying, Precipitation, and Still Machine Operators and Tenders	92962	11	0.01
Crushing, Grinding, Mixing, and Blending Machine Operators and Tenders	92965	305	0.31
Extruding, Forming, Pressing, and Compacting Machine Setters and Set-up Operators	92968	442	0.45
Extruding, Forming, Pressing, and Compacting Operators and Tenders	92971	467	0.48
Packaging and Filling Machine Operators and Tenders	92974	861	0.88
All Other Machine Setters and Set-up Operators	92997	393	0.40
All Other Machine Operators and Tenders	92998	1,544	1.58
Machine Builders and Other Precision Machine Assemblers	93105	318	0.32
Fitters, Structural Metal, Precision	93108	40	0.04

MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE *(continued)*

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Electromechanical Equipment Assemblers, Precision	93111	456	0.47
Electrical Assemblers, Precision	93114	1,466	1.50
All Other Precision Assemblers, Metal	93197	65	0.07
Machine Assemblers	93902	480	0.49
Electrical and Electronic Assemblers	93905	1,690	1.73
Coil Winders, Tapers, and Finishers	93908	269	0.27
Glaziers, Manufacturing	93911	16	0.02
Welders and Cutters	93914	451	0.46
Solderers and Brazers	93917	206	0.21
Pressers, Hand	93921	18	0.02
Sewers, Hand	93923	153	0.16
Cutters and Trimmers, Hand	93926	504	0.51
Portable Machine Cutters	93928	17	0.02
Operating Engineers	97956	32	0.03
Meat, Poultry, and Fish Cutters and Trimmers, Hand	93938	125	0.13
Metal Pourers and Casters, Basic Shapes	93941	96	0.10
Molders and Casters, Hand	93944	6	0.01
Painting, Coating, and Decorating Workers, Hand	93947	149	0.15
Grinding and Polishing Workers, Hand	93953	541	0.55
Assemblers and Fabricators, Except Machine, Electrical, Electronic and Precision	93956	4,976	5.08
All Other Hand Workers	93999	257	0.26
Water and Liquid Waste Treatment Plant and System Operators	95002	18	0.02
Chemical Plant and System Operators	95008	8	0.01
Power Distributors and Dispatcher	95028	19	0.02
Stationary Engineers	95032	31	0.03
All Other Plant and System Operators	95099	52	0.05
Truck Drivers, Heavy or Tractor Trailer	97102	563	0.58
Truck Drivers, Light - Including Delivery and Route Workers	97105	249	0.25
Driver/Sales Workers	97117	83	0.08
All Other Transportation and Related Workers	97899	12	0.01
Tank Car and Truck Loaders	97905	3	*
Grader, Dozer, and Scraper Operators	97938	10	0.01
Hoist and Winch Operators	97941	1	*
Crane and Tower Operators	97944	8	0.01
Industrial Truck and Tractor Operators	97947	525	0.54
Conveyor Operators and Tenders	97951	31	0.03
All Other Material Moving Equipment Operators	97989	49	0.50
Mechanic and Repairer Helpers	98102	106	0.11
Construction Trades and Extractive Worker Helpers	98300	31	0.03
Machine Feeders and Offbearers	98502	1,077	1.10
Freight, Stock, and Material Movers, Hand	98700	932	0.95
Hand Packers and Packagers	98902	1,562	1.60
Vehicle Washers and Equipment Cleaners	98905	1	*
All Other Helpers, Laborers, and Material Movers, Hand	98999	2,414	2.47

** Less Than .005 Percent*

THE TWENTY NEW HAMPSHIRE MANUFACTURING OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS

Occupational Title	April-June Estimated Employment	Percent of Total
Assemblers and Fabricators - Except Machines, Electrical, Electronic and Precision	4,976	5.1
First Line Supervisors and Manager/Supervisors - Production and Operating Workers	2,596	2.7
Computer Engineers	2,592	2.7
General Managers and Top Executives	2,215	2.3
Production Inspectors, Testers, Graders, Sorters, Samplers, and Weighers	2,131	2.2
Secretaries, Except Legal and Medical	1,899	1.9
Electrical and Electronic Assemblers	1,690	1.7
Engineering, Mathematical, and Natural Sciences Managers	1,641	1.7
Machinists	1,573	1.6
Hand Packers and Packagers	1,562	1.6
Electrical Assemblers - Precision	1,466	1.5
Traffic, Shipping, and Receiving Clerks	1,439	1.5
Electrical and Electronic Engineers	1,437	1.5
Bookkeeping, Accounting and Auditing Clerks	1,294	1.3
Industrial Production Managers	1,280	1.3
Sales Representatives, Except Scientific and Related Products, or Services, and Retail	1,220	1.3
Marketing, Advertising, and Public Relations Managers	1185	1.2
Mechanical Engineers	1,140	1.2
Production, Planning, and Expediting Clerks	1,130	1.2
Machine Feeders and Offbearers	1,077	1.1

DURABLE GOODS MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
TOTAL ALL OCCUPATIONS		**66,815**	**100.00**
	10000		
MANAGERS AND ADMINISTRATORS	**19999**	**6,658**	**9.96**
Financial Managers	13002	536	0.80
Personnel, Training, and Labor Relations Managers	13005	244	0.36
Purchasing Managers	13008	143	0.21
Marketing, Advertising, and Public Relations Managers	13011	892	1.33
Administrative Services Managers	13014	279	0.42
Engineering, Mathematical, and Natural Sciences Managers	13017	1,495	2.24
Industrial Production Managers	15014	830	1.24
General Managers and Top Executives	19005	1,410	2.11
All Other Managers and Administrators	19999	829	1.24
PROFESSIONAL, PARAPROFESSIONAL AND	**20000**		
TECHNICAL OCCUPATIONS	**39999**	**14,080**	**21.07**
Accountants and Auditors	21114	680	1.02
Budget Analysts	21117	61	0.09
All Other Financial Specialists	21199	23	0.03
Purchasing Agents and Buyers, Farm Products	21305	1	*
Purchasing Agents and Buyers, Except Farm Products	21308	645	0.96
Personnel, Training, and Labor Relations Specialists	21511	119	0.18
Cost Estimators	21902	261	0.39
All Other Management Support Workers	21999	1,454	2.18
Metallurgists and Metallurgical Ceramic, and Materials Engineers	22105	62	0.09
Chemical Engineers	22114	28	0.04
Civil Engineers, Including Traffic	22121	18	0.03
Electrical and Electronic Engineers	22126	1,414	2.12
Computer Engineers	22127	2,572	3.85
Industrial Engineers, Except Safety	22128	354	0.53
Safety Engineers, Except Mining	22132	20	0.03
Mechanical Engineers	22135	987	1.48
All Other Engineers	22199	519	0.78
Civil Engineering Technicians and Technologists	22502	3	*
Electrical and Electronic Engineering Technicians and Technologists	22505	867	1.30
Industrial Engineering Technicians and Technologists	22508	39	0.06
Mechanical Engineering Technicians and Technologists	22511	241	0.04
Drafters	22514	575	0.86
All Other Engineering and Related Technicians and Technologists	22599	494	0.74
Chemists	24105	18	0.03
All Other Physical Scientists	24199	41	0.06
Life Scientists	24300	3	*
Forest and Conservation Scientists	24302	16	0.02
Chemical Technicians and Technologists, Except Health	24505	38	0.06

DURABLE GOODS MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE *(continued)*

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
All Other Physical and Life Science Technicians and Technologists	24599	18	0.03
Systems Analysts, Electronic Data Processing	25102	408	0.61
Computer Programmers	25105	682	1.02
Computer Programmer Aides	25108	112	0.17
Programmers - Numerical, Tool, and Process Control	25111	42	0.06
All Other Computer Scientists	25199	49	0.07
Operations and Systems Researchers and Analysts, Except Computer	25302	53	0.08
Statisticians	25312	7	0.01
All Other Health Professionals, Paraprofessionals and Technical Workers	32000	35	0.05
Writers and Editors	34002	187	0.28
Technical Writers	34005	406	0.61
Designers	34038	216	0.32
All Other Professional, Paraprofessional, and Technical Workers	39999	312	0.47
	40000		
SALES OCCUPATIONS	**49999**	**3,298**	**3.59**
First Line Supervisors and Manager/Supervisors - Sales and Related Occupations	41002	328	0.05
Sales Engineers	49002	313	0.05
Sales Representatives, Scientific and Related Products and Services, Except Retail	49005	660	1.00
Sales Representatives, Except Scientific and Related Products, or Services, and Retail	49008	591	0.88
Sales Persons, Retail	49011	11	0.02
All Other Related Occupations	49999	495	0.74
CLERICAL AND ADMINISTRATIVE	**50000**		
SUPPORT OCCUPATIONS	**59999**	**7,564**	**11.32**
First Line Supervisors and Manager/Supervisors - Clerical and Administrative Support Occupations	51002	284	0.43
Adjustment Clerks	53123	203	0.30
Secretaries, Except Legal and Medical	55108	1,506	2.25
Receptionists and Information Clerks	55305	76	0.11
Typists, Including Word Processing	55307	68	0.10
Personnel Clerks	55314	118	0.18
File Clerks	55321	36	0.05
Order Clerks	55323	275	0.41
Procurement Clerks	55326	108	0.16
Statistical Clerks	55328	15	0.02
Bookkeeping, Accounting and Auditing Clerks	55338	928	1.39
Payroll and Timekeeping Clerks	55341	104	0.15
Billing, Cost, and Rate Clerks	55344	88	0.13
General Office Clerks	55347	729	1.09

DURABLE GOODS MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE *(continued)*

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Billing, Posting, and Calculating Machine Operators	56002	7	0.01
Computer Operators	56011	211	0.32
Data Entry Keyers, Except Composing	56017	94	0.14
All Other Office Machine Operators	56099	39	0.06
Switchboard Operators	57102	113	0.17
Dispatchers, Except Police, Fire, and Ambulance	58005	14	0.02
Production, Planning, and Expediting Clerks	58008	886	1.33
Weighers, Measurers, Checkers, and Samplers - Recordkeeping	58017	41	0.06
Stock Clerks - Stockroom, Warehouse, or Storage Yard	58023	494	0.74
Traffic, Shipping, and Receiving Clerks	58028	971	1.45
All Other Material Recording, Scheduling, and Distributing Workers	58099	59	0.09
All Other Clerical and Administrative Support Workers	59999	97	0.15
	60000		
SERVICE OCCUPATIONS	**69999**	**770**	**1.15**
First Line Supervisors and Manager/Supervisors - Service	61000	90	0.13
Guards and Watch Guards	63047	173	0.26
Food Beverage Preparation and Service Occupations	65000	6	0.01
Janitors and Cleaners	67005	441	0.66
All Other Cleaning and Building Service Workers, Except Private Households	67099	21	0.03
All Other Service Workers	69999	39	0.06
AGRICULTURAL, FORESTRY, FISHING,	**70000**		
AND RELATED OCCUPATIONS	**79999**	**297**	**0.44**
First Line Supervisors and Manager/Supervisors - Agricultural, Forestry, Fishing and Related Occupations	72002	19	0.03
Fallers and Buckers	73002	91	0.14
Log Handling Equipment Operators	73008	54	0.08
Logging Tractor Operators	73011	77	0.12
All Other Timber Cutting and Related Logging Workers	73099	32	0.05
Log Graders and Scalers	79008	24	0.04
PRODUCTION, CONSTRUCTION, OPERATING MAINTENANCE,	**80000**		
AND MATERIAL HANDLING OCCUPATIONS	**98999**	**35,048**	**52.46**
First Line Supervisors and Manager/Supervisors - Mechanics, Installers, and Repairers	81002	118	0.18
First Line Supervisors and Manager/Supervisors - Production and Operating Workers	81008	1,703	2.55
First Line Supervisors and Manager/Supervisors - Transportation and Material Moving Machine and Vehicle Occupations	81011	33	0.05

DURABLE GOODS MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE *(continued)*

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
First Line Supervisors and Manager/Supervisors - Helpers, Laborers, and Material Movers: Hand	81017	53	0.08
All Other First Line Supervisors and Manager/Supervisors - Production, Construction, Maintenance, and Related Occupations	81099	91	0.14
Precision Inspectors, Testers, and Graders	83002	977	1.46
Production Inspectors, Testers, Graders, Sorters, Samplers, and Weighers	83005	1,593	2.38
Machinery Maintenance Mechanics	85110	663	0.99
Millwrights	85123	107	0.16
Machinery Maintenance Workers	85128	65	0.10
Maintenance Repairers, General Utility	85132	538	0.81
Automotive Mechanics	85302	28	0.04
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	27	0.04
Mobile Heavy Equipment Mechanics, Except Engines	85314	14	0.02
Data Processing Equipment Repairers	85705	42	0.06
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	25	0.04
Precision Instrument Repairers	85905	98	0.15
Installers and Repairers - Manufactured Buildings, Mobile Homes, and Travel Trailers	85938	9	0.01
All Other Mechanics, Installers, and Repairers	85999	72	0.11
Carpenters	87102	195	0.29
Electricians	87202	174	0.26
Concrete and Terrazzo Finishers	87311	6	0.01
Painters and Paperhangers	87402	18	0.03
Plumbers and Pipefitters	87502	38	0.06
All Other Construction Trades Workers	87899	6	0.01
All Other Construction and Extractive Workers, Except Helpers	87999	14	0.02
Tool and Die Makers	89102	585	0.88
Precision Instrument Makers	89105	23	0.03
Machinists	89108	1,455	2.18
Tool Grinders, Filers, Sharpeners, and Other Precision Grinders	89111	187	0.28
Pattern and Model Makers, Metal	89114	28	0.04
Precision Layout Workers, Metal	89117	96	0.14
Jewelers, and Silversmiths	89123	66	0.10
Sheetmetal Workers	89132	446	0.67
All Other Precision Metal Workers	89199	106	0.16
Pattern and Model Makers - Wood	89302	30	0.04
Wood Machinists	89308	233	0.35
Cabinetmakers and Bench Carpenters	89311	328	0.49
Furniture Finishers	89314	49	0.07
All Other Precision Woodworkers	89399	10	0.01
Precision Foundry Mold and Core Makers	89902	94	0.14

DURABLE GOODS MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE *(continued)*

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Precision Molders, Shapers, Casters, and Carvers	89905	47	0.07
Precision Optical Goods Workers	89917	126	0.19
Medical Appliance Makers	89923	29	0.04
All Other Precision Workers	89999	33	0.05
Sawing Machine Tool Setters and Set-up Operators, Metal and Plastic	91102	81	0.12
Lathe and Turning Machine Tool Setters and Set-up Operators, Metal and Plastic	91105	649	0.97
Drilling and Boring Machine Tool Setters and Set-up Operators, Metal and Plastic	91108	255	0.38
Milling and Planing Machine Setters and Set-up Operators, Metal and Plastic	91111	356	0.53
Grinding, Lapping, and Buffing Machine Tool Setters and Set-up Operators, Metal and Plastic	91114	244	0.37
Machine Tool Cutting Operators and Tenders, Metal and Plastic	91117	804	1.20
Punching Machine Setters and Set-up Operators, Metal and Plastic	91302	571	0.85
Press and Press Brake Machine Setters and Set-up Operators, Metal and Plastic	91305	154	0.23
Shear and Slitter Machine Setters and Set-up Operators, Metal and Plastic	91308	58	0.09
Extruding and Drawing Machine Setters and Set-up Operators, Metal and Plastic	91311	189	0.28
Rolling Machine Setters and Set-up Operators, Metal and Plastic	91314	105	0.16
Forging Machine Setters and Set-up Operators, Metal and Plastic	91317	12	0.02
Machine Forming Operators and Tenders, Metal and Plastic	91321	400	0.60
Numerical Control Machine Tool Operators and Tenders, Metal and Plastic	91502	824	1.23
Combination Machine Tool Setters and Set-up Operators, Metal and Plastic	91505	374	0.56
Combination Machine Tool Operators and Tenders, Metal and Plastic	91508	324	0.48
Welding Machine Setters and Set-up Operators	91702	166	0.25
Welding Machine Operators and Tenders	91705	100	0.15
Soldering and Brazing Machine Setters and Set-up Operators	91708	35	0.05
Soldering and Brazing Machine Operators and Tenders	91711	27	0.04
Metal Fabricators, Structural Metal Products	91714	58	0.09
Plastic Molding and Casting Machine Setters and Set-up Operators	91902	40	0.06
Plastic Molding and Casting Machine Operators and Tenders	91905	21	0.03
Metal Molding, Coremaking, and Casting Machine Setters and Set-up Operators	91908	37	0.06
Metal Molding, Coremaking, and Casting Machine Operators and Tenders	91911	10	0.01
Shakeout Workers	91914	25	0.04
Electrolytic Plating and Coating Machine Setters and Set-up Operators, Metal and Plastic	91917	161	0.24
Electrolytic Plating and Coating Machine Operators and Tenders, Metal and Plastic	91921	74	0.11

DURABLE GOODS MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE *(continued)*

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Non-Electrolytic Plating and Coating Machine Setters and Set-up Operators, Metal and Plastic	91923	6	0.01
Non-Electrolytic Plating and Coating Machine Operators and Tenders, Metal and Plastic	91926	12	0.02
Heating Equipment Setters and Set-up Operators, Metal and Plastic	91928	34	0.51
Heat Treating, Annealing and Tempering Machine Operators and Tenders, Metal and Plastic	91932	40	0.06
Furnace Operators and Tenders	91935	24	0.04
All Other Metal and Plastic Machine Setters and Set-up Operators	92197	307	0.46
All Other Metal and Plastic Machine Operators and Tenders	92198	506	0.76
Sawing Machine Setters and Set-up Operators	92302	129	0.19
Head Sawyers	92305	58	0.09
Sawing Machine Operators and Tenders	92308	154	0.23
Woodworking Machine Setters and Set-up Operators, Except Sawing	92311	170	0.25
Woodworking Machine Operators and Tenders, Except Sawing	92314	206	0.31
Printing Press Machine Setters and Set-up Operators	92510	19	0.03
Screen Printing Machine Setters and Set-up Operators	92524	35	0.05
All Other Printing Related Setters and Set-up Operators	92529	2	*
Textile Machine Operators and Tenders, Winding, Twisting, Knitting, Weaving, and Cutting	92705	3	*
Sewing Machine Operators, Garment	92717	12	0.02
Sewing Machine Operators, Non-Garment	92721	88	0.13
Electronic Semiconductor Processors	92902	156	0.23
Furnace, Kiln, Oven, Drier, or Kettle Operators and Tenders	92923	60	0.09
Boiler Operators and Tenders	92926	6	0.01
Cutting and Slicing Machine Setters and Set-up Operators	92941	56	0.08
Cutting and Slicing Machine Operators and Tenders	92944	21	0.03
Coating, Painting, and Spraying Machine Setters and Set-up Operators	92951	240	0.36
Coating, Painting, and Spraying Machine Operators and Tenders	92953	192	0.29
Cementing and Gluing Machine Operators and Tenders	92956	5	0.01
Cleaning, Washing, and Pickling Equipment Operators and Tenders	92958	65	0.10
Crushing, Grinding, Mixing, and Blending Machine Operators and Tenders	92965	104	0.16
Extruding, Forming, Pressing, and Compacting Operators and Tenders	92971	25	0.04
Packaging and Filling Machine Operators and Tenders	92974	102	0.15
All Other Machine Setters and Set-up Operators	92997	276	0.41
All Other Machine Operators and Tenders	92998	1,145	1.71
Machine Builders and Other Precision Machine Assemblers	93105	318	0.48
Fitters, Structural Metal, Precision	93108	40	0.06
Electromechanical Equipment Assemblers, Precision	93111	456	0.68
Electrical Assemblers, Precision	93114	1,466	2.19
All Other Precision Assemblers, Metal	93197	65	0.10

DURABLE GOODS MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE *(continued)*

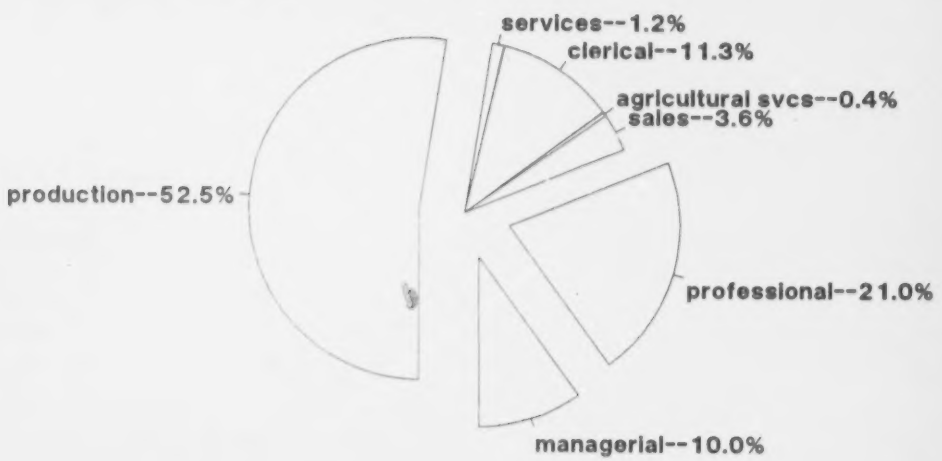
Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Machine Assemblers	93902	480	0.72
Electrical and Electronic Assemblers	93905	1,690	2.53
Coil Winders, Tapers, and Finishers	93908	269	0.40
Glaziers, Manufacturing	93911	16	0.02
Welders and Cutters	93914	404	0.60
Solderers and Brazers	93917	206	0.31
Sewers, Hand	93923	62	0.09
Cutters and Trimmers, Hand	93926	38	0.06
Metal Pourers and Casters, Basic Shapes	93941	96	0.14
Molders and Casters, Hand	93944	4	0.01
Painting, Coating, and Decorating Workers, Hand	93947	68	0.10
Grinding and Polishing Workers, Hand	93953	541	0.81
Assemblers and Fabricators, Except Machine, Electrical, Electronic and Precision	93956	4,316	6.46
All Other Hand Workers	93999	183	0.27
All Other Plant and System Operators	95099	35	0.05
Truck Drivers, Heavy or Tractor Trailer	97102	373	0.56
Truck Drivers, Light - Including Delivery and Route Work	97105	146	0.22
All Other Transportation and Related Workers	97899	6	0.01
Grader, Dozer, and Scraper Operators	97938	10	0.01
Hoist and Winch Operators	97941	1	*
Crane and Tower Operators	97944	8	0.01
Industrial Truck and Tractor Operators	97947	228	0.34
Operating Engineers	97956	32	0.05
All Other Material Moving Equipment Operators	97989	6	0.01
Mechanic and Repairer Helpers	98102	67	0.10
Construction Trades and Extractive Worker Helpers	98300	31	0.05
Machine Feeders and Offbearers	98502	494	0.74
Freight, Stock, and Material Movers, Hand	98700	513	0.77
Hand Packers and Packagers	98902	520	0.78
All Other Helpers, Laborers, and Material Movers, Hand	98999	770	1.15

** Less Than .005 Percent*

THE TWENTY NEW HAMPSHIRE DURABLE GOODS MANUFACTURING OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS

Occupational Title	April-June Estimated Employment	Percent of Total
Assemblers and Fabricators - Except Machines, Electrical, Electronic and Precision	4,316	6.5
Computer Engineers	2,572	3.9
First Line Supervisors and Manager/Supervisors - Production and Operating Workers	1,703	2.6
Electrical and Electronic Assemblers	1,690	2.5
Production Inspectors, Testers, Graders, Sorters, Samplers, and Weighers	1,593	2.4
Secretaries, Except Legal and Medical	1,506	2.3
Engineering, Mathematical, and Natural Sciences Managers	1,495	2.2
Electrical and Electronic Equipment Assemblers - Precision	1,466	2.2
Machinists	1,455	2.2
Electrical and Electronic Engineers	1,414	2.1
General Managers and Top Executives	1,410	2.1
Mechanical Engineers	987	1.5
Precision Inspectors, Testers, and Graders	977	1.5
Traffic, Shipping, and Receiving Clerks	971	1.5
Bookkeeping, Accounting and Auditing Clerks	928	1.4
Marketing, Advertising, and Public Relations Managers	892	1.3
Production, Planning, and Expediting Clerks	886	1.3
Electrical and Electronic Engineering Technicians and Technologists	867	1.3
Industrial Production Managers	830	1.2
Numerical Control Machine Tool Operators and Tenders, Metal and Plastic	824	1.2

Distribution of Occupational Groups in Durable Goods Manufacturing Industries



NEW HAMPSHIRE
SIC 24 LUMBER AND WOOD PRODUCTS
BENCHMARK EMPLOYMENT: 3,920 TOTAL NUMBER OF RESPONDENTS: 91
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	3,970	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	350	8.82	N.A.	N.A.
FINANCIAL MANAGERS	20	0.50	32.87	6.59
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	10	0.25	0.00	4.40
OTHER ADMINISTRATIVE MANAGERS	10	0.25	N.A.	N.A.
INDUSTRIAL PRODUCTION MANAGERS	70	1.76	12.92	28.57
GENERAL MANAGERS & TOP EXECUTIVES	230	5.79	7.74	72.53
ALL OTHER MANAGERS & ADMINISTRATORS	10	0.25	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	130	3.27	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	20	0.50	N.A.	N.A.
ACCOUNTANTS & AUDITORS	20	0.50	11.66	13.19
PURCHASING AGENTS	20	0.50	0.00	8.79
ALL OTHER MANAGEMENT SUPPORT	30	0.76	N.A.	N.A.
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS	30	0.76	N.A.	N.A.
DRAFTERS	30	0.76	29.74	4.40
LIFE SCIENTISTS	20	0.50	N.A.	N.A.
ALL OTHER LIFE SCIENTISTS	20	0.50	N.A.	N.A.
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS	10	0.25	N.A.	N.A.
SALES & RELATED OCCUPATIONS	90	2.27	N.A.	N.A.
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL	80	2.02	10.36	19.78
ALL OTHER SALES & RELATED	10	0.25	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT	370	9.32	N.A.	N.A.

N.A. - not available or not calculated
Division total includes all occupations but only occupations passing confidentiality are shown

NEW HAMPSHIRE
SIC 24 LUMBER AND WOOD PRODUCTS
BENCHMARK EMPLOYMENT: 3,920 TOTAL NUMBER OF RESPONDENTS: 91
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....	10	0.25	0.00	4.40
OTHER BANKING, SECURITY, FINANCE & CREDIT WORKERS.....	10	0.25	N.A.	N.A.
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	60	1.51	12.80	25.27
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	130	3.27	11.97	50.55
GENERAL OFFICE CLERKS.....	80	2.02	11.86	31.87
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....	60	1.51	N.A.	N.A.
TRAFFIC, SHIPPING, & RECEIVING CLERKS.....	50	1.26	23.55	19.78
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....	10	0.25	N.A.	N.A.
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....	20	0.50	N.A.	N.A.
SERVICE OCCUPATIONS.....	90	2.27	N.A.	N.A.
JANITORS & CLEANERS.....	30	0.76	23.42	9.89
ALL OTHER SERVICE WORKERS.....	60	1.51	N.A.	N.A.
AGRICULTURAL, FORESTRY, FISHING & RELATED.....	280	7.05	N.A.	N.A.
FIRST LINE SUPERVISORS, AGRICULTURAL/FORESTRY/FISHING...	20	0.50	33.33	7.69
FALLERS & BUCKERS.....	90	2.27	47.36	5.49
LOG HANDLING EQUIPMENT OPERATORS.....	50	1.26	26.65	20.88
LOGGING TRACTOR OPERATORS.....	70	1.76	24.24	14.29
LOG GRADERS & SCALERS.....	20	0.50	4.35	21.98
ALL OTHER AGRICULTURAL, FORESTRY & FISHING WORKERS.....	30	0.76	N.A.	N.A.
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....	2,660	67.00	N.A.	N.A.
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...	110	2.77	N.A.	N.A.

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NEW HAMPSHIRE
SIC 24 LUMBER AND WOOD PRODUCTS
BENCHMARK EMPLOYMENT: 3,920 TOTAL NUMBER OF RESPONDENTS: 91
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	100	2.52	3.96	35.16
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN....	10	0.25	N.A.	N.A.
INSPECTORS & RELATED.....	80	2.02	N.A.	N.A.
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH..	80	2.02	34.46	19.78
MECHANICS, INSTALLERS & REPAIRERS.....	160	4.03	N.A.	N.A.
MACHINERY MAINTENANCE MECHANICS.....	40	1.01	6.04	17.58
MACHINERY MAINTENANCE WORKERS.....	10	0.25	0.00	4.40
MAINTENANCE REPAIRERS, GENERAL UTILITY.....	60	1.51	12.91	29.67
BUS & TRUCK MECHANICS & DIESEL ENGINE SPECIALISTS.....	10	0.25	0.00	4.40
MOBILE HEAVY EQUIPMENT MECHANICS, EXCEPT ENGINES.....	10	0.25	47.38	4.40
OTHER MOBILE EQUIPMENT MECHANICS/INSTALL/REPAIR.....	10	0.25	N.A.	N.A.
OTHER MECHANICS, INSTALLERS & REPAIRERS.....	20	0.50	N.A.	N.A.
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....	170	4.28	N.A.	N.A.
CARPENTERS.....	160	4.03	7.09	10.99
OTHER CONSTRUCTION & EXTRACTIVE, EXCEPT HELPERS..	10	0.25	N.A.	N.A.
PRECISION METAL WORKERS.....	10	0.25	N.A.	N.A.
TOOL GRINDERS, FILERS & SHARPENERS.....	10	0.25	0.00	4.40
PRECISION WOODWORKERS.....	360	9.07	N.A.	N.A.
WOOD MACHINISTS.....	190	4.79	17.74	19.78
CABINETMAKERS & BENCH CARPENTERS.....	170	4.28	18.66	7.69
PRECISION WORKERS, NEC.....	10	0.25	N.A.	N.A.
OTHER PRECISION WORKERS, NEC..	10	0.25	N.A.	N.A.

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NEW HAMPSHIRE
SIC 24 LUMBER AND WOOD PRODUCTS
BENCHMARK EMPLOYMENT: 3,920 TOTAL NUMBER OF RESPONDENTS: 91
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
WOODWORKING MACHINE SETTERS, OPERATORS	580	14.61	N.A.	N.A.
SAWING MACHINE SETTERS	100	2.52	5.51	45.05
HEAD SAWYERS	60	1.51	6.68	31.87
SAWING MACHINE OPERATORS	140	3.53	4.72	42.86
WOODWORKING MACHINE SETTERS	140	3.53	9.21	30.77
WOODWORKING MACHINE OPERATORS, EXCEPT SAWING	140	3.53	3.05	24.18
OTHER MACHINE SETTERS, OPERATORS & TENDERS	140	3.53	N.A.	N.A.
FURNACE, KILN, OVEN, DRIER, OR KETTLE OPERATORS	20	0.50	28.87	9.89
COATING, PAINTING & SPRAYING MACHINE SETTERS	50	1.26	19.96	14.29
COATING, PAINTING & SPRAYING MACHINE OPERATORS	50	1.26	20.18	12.09
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC	20	0.50	N.A.	N.A.
OTHER HAND WORKERS, NEC	300	7.56	N.A.	N.A.
GRINDING & POLISHING WORKERS, HAND	10	0.25	0.00	6.59
ASSEMBLERS/FABRICATORS EXCEPT MACHINE/ELECTRONIC/PRECISION	290	7.30	8.63	14.29
MOTOR VEHICLE OPERATORS	160	4.03	N.A.	N.A.
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER	160	4.03	11.70	40.66
MATERIAL MOVING EQUIPMENT OPERATORS	90	2.27	N.A.	N.A.
INDUSTRIAL TRUCK & TRACTOR OPERATORS	80	2.02	5.13	30.77
OTHER MATERIAL MOVING EQUIPMENT OPERATORS	10	0.25	N.A.	N.A.
HELPERS, LABORERS & MATERIAL MOVERS, HAND	480	12.09	N.A.	N.A.
CONSTRUCTION TRADES & EXTRACTIVE WORKER HELPERS	30	0.76	N.A.	N.A.
MACHINE FEEDERS & OFFBEARERS	150	3.78	5.00	28.57

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NEW HAMPSHIRE
SIC 24 LUMBER AND WOOD PRODUCTS
BENCHMARK EMPLOYMENT: 3,920 TOTAL NUMBER OF RESPONDENTS: 91
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
FREIGHT, STOCK & MATERIAL MOVERS, HAND.....	150	3.78	N.A.	N.A.
HAND PACKERS & PACKAGERS.....	30	0.76	15.45	6.59
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	120	3.02	N.A.	N.A.

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TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 24 LUMBER AND WOOD PRODUCTS
BENCHMARK EMPLOYMENT: 3,920 TOTAL NUMBER OF RESPONDENTS: 91
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
ASSEMBLERS/FABRICATORS EXCEPT MACHINE/ELECTRONIC/PRECISION.....	290	7.30	8.63	14.29
GENERAL MANAGERS & TOP EXECUTIVES.....	230	5.79	7.74	72.53
WOOD MACHINISTS.....	190	4.79	17.74	19.78
CABINETMAKERS & BENCH CARPENTERS.....	170	4.28	18.66	7.69
CARPENTERS.....	160	4.03	7.09	10.99
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....	160	4.03	11.70	40.66
MACHINE FEEDERS & OFFBEARERS.....	150	3.78	5.00	28.57
SAWING MACHINE OPERATORS.....	140	3.53	4.72	42.86
WOODWORKING MACHINE SETTERS.....	140	3.53	9.21	30.77
WOODWORKING MACHINE OPERATORS, EXCEPT SAWING.....	140	3.53	3.05	24.18

N.A. - not available or not calculated
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TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 24 LUMBER AND WOOD PRODUCTS
BENCHMARK EMPLOYMENT: 3,920 TOTAL NUMBER OF RESPONDENTS: 91
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
GENERAL MANAGERS & TOP EXECUTIVES	230	5.79	7.74	72.53
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	130	3.27	11.97	50.55
SAWING MACHINE SETTERS	100	2.52	5.51	45.05
SAWING MACHINE OPERATORS	140	3.53	4.72	42.86
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER	160	4.03	11.70	40.66
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	100	2.52	3.96	35.16
GENERAL OFFICE CLERKS	80	2.02	11.86	31.87
HEAD SAWYERS	60	1.51	6.68	31.87
WOODWORKING MACHINE SETTERS	140	3.53	9.21	30.77
INDUSTRIAL TRUCK & TRACTOR OPERATORS	80	2.02	5.13	30.77

N.A. - not available or not calculated
Division total includes all occupations but only occupations passing confidentiality are shown

NEW HAMPSHIRE
SIC 33 PRIMARY METAL INDUSTRIES
BENCHMARK EMPLOYMENT: 3,970 TOTAL NUMBER OF RESPONDENTS: 26
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	4,010	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	250	6.23	N.A.	N.A.
FINANCIAL MANAGERS	10	0.25	0.00	26.92
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS	20	0.50	0.00	34.62
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	20	0.50	0.00	26.92
ADMINISTRATIVE MANAGERS	10	0.25	0.00	15.38
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS	20	0.50	0.00	23.08
INDUSTRIAL PRODUCTION MANAGERS	60	1.50	0.00	46.15
GENERAL MANAGERS & TOP EXECUTIVES	70	1.75	2.82	84.62
ALL OTHER MANAGERS & ADMINISTRATORS	40	1.00	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	280	6.98	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	20	0.50	N.A.	N.A.
ACCOUNTANTS & AUDITORS	20	0.50	0.00	30.77
PURCHASING AGENTS	20	0.50	0.00	30.77
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS	10	0.25	0.00	15.38
COST ESTIMATORS	10	0.25	0.00	19.23
ENGINEERS	120	2.99	N.A.	N.A.
METALLURGISTS/METALLURGICAL, CERAMIC & MATERIALS ENGINEERS	10	0.25	0.00	23.08
ELECTRICAL & ELECTRONIC ENGINEERS	20	0.50	0.00	23.08
INDUSTRIAL ENGINEERS, EXCEPT SAFETY	30	0.75	0.00	26.92
MECHANICAL ENGINEERS	60	1.50	0.00	30.77
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS	60	1.50	N.A.	N.A.

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NEW HAMPSHIRE
SIC 33 PRIMARY METAL INDUSTRIES
BENCHMARK EMPLOYMENT: 3,970 TOTAL NUMBER OF RESPONDENTS: 26
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
ELECTRICAL/ELECTRONIC TECHNICIANS & TECHNOLOGISTS...	20	0.50	0.00	19.23
DRAFTERS.....	10	0.25	0.00	19.23
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS...	30	0.75	N.A.	N.A.
PHYSICAL & LIFE SCIENCE TECHNICIANS & TECHNOLOGISTS.....	10	0.25	N.A.	N.A.
CHEMICAL TECHNICIANS & TECHNOLOGISTS, EXCEPT HEALTH..	10	0.25	0.00	7.69
COMPUTER SCIENTISTS & RELATED...	20	0.50	N.A.	N.A.
SYSTEMS ANALYSTS.....	10	0.25	0.00	11.54
OTHER COMPUTER SCIENTISTS & RELATED.....	10	0.25	N.A.	N.A.
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS....	10	0.25	N.A.	N.A.
SALES & RELATED OCCUPATIONS.....	80	2.00	N.A.	N.A.
FIRST LINE SUPERVISORS, SALES & RELATED.....	10	0.25	0.00	15.38
SALES ENGINEERS.....	10	0.25	0.00	11.54
SALESPERSONS, SCIENTIFIC PRODUCTS & SERVICES.....	10	0.25	0.00	15.38
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....	30	0.75	0.00	34.62
ALL OTHER SALES & RELATED.....	20	0.50	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT.....	330	8.23	N.A.	N.A.
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....	10	0.25	0.00	23.08
ADJUSTMENT CLERKS.....	10	0.25	0.00	23.08
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	40	1.00	2.56	46.15
RECEPTIONISTS & INFORMATION CLERKS.....	10	0.25	0.00	15.38
PERSONNEL CLERKS, EXCEPT PAYROLL & TIMEKEEPING.....	10	0.25	0.00	15.38

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NEW HAMPSHIRE
SIC 33 PRIMARY METAL INDUSTRIES
BENCHMARK EMPLOYMENT: 3,970 TOTAL NUMBER OF RESPONDENTS: 26
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
PROCUREMENT CLERKS.....	10	0.25	0.00	11.54
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	40	1.00	0.00	61.54
PAYROLL & TIMEKEEPING CLERKS....	10	0.25	0.00	23.08
BILLING, COST & RATE CLERKS.....	10	0.25	0.00	23.08
GENERAL OFFICE CLERKS.....	20	0.50	0.00	38.46
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....	10	0.25	N.A.	N.A.
DATA ENTRY KEYERS, EXCEPT COMPOSING.....	10	0.25	0.00	15.38
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....	130	3.24	N.A.	N.A.
PRODUCTION, PLANNING & EXPEDITING CLERKS.....	40	1.00	0.00	38.46
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....	20	0.50	0.00	30.77
TRAFFIC, SHIPPING, & RECEIVING CLERKS.....	60	1.50	0.00	53.85
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....	10	0.25	N.A.	N.A.
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....	20	0.50	N.A.	N.A.
SERVICE OCCUPATIONS.....	50	1.25	N.A.	N.A.
GUARDS & WATCH GUARDS.....	10	0.25	0.00	11.54
JANITORS & CLEANERS.....	30	0.75	0.00	46.15
ALL OTHER SERVICE WORKERS.....	10	0.25	N.A.	N.A.
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....	3,020	75.31	N.A.	N.A.
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...	210	5.24	N.A.	N.A.
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS	20	0.50	0.00	30.77
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	150	3.74	0.68	73.08
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN....	40	1.00	N.A.	N.A.

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OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
INSPECTORS & RELATED.....	290	7.23	N.A.	N.A.
PRECISION INSPECTORS, TESTERS & GRADERS.....	50	1.25	0.00	42.31
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH..	240	5.99	0.00	53.85
MECHANICS, INSTALLERS & REPAIRERS.....	150	3.74	N.A.	N.A.
MACHINERY MAINTENANCE MECHANICS.....	50	1.25	0.00	42.31
MACHINERY MAINTENANCE WORKERS.....	10	0.25	0.00	19.23
MAINTENANCE REPAIRERS, GENERAL UTILITY.....	40	1.00	0.00	26.92
OTHER MECHANICS, INSTALLERS & REPAIRERS.....	50	1.25	N.A.	N.A.
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....	40	1.00	N.A.	N.A.
ELECTRICIANS.....	30	0.75	0.00	23.08
OTHER CONSTRUCTION & EXTRACTIVE, EXCEPT HELPERS..	10	0.25	N.A.	N.A.
PRECISION METAL WORKERS.....	180	4.49	N.A.	N.A.
TOOL & DIE MAKERS.....	60	1.50	0.00	30.77
MACHINISTS.....	40	1.00	0.00	26.92
PATTERN & MODEL MAKERS.....	20	0.50	0.00	23.08
OTHER PRECISION METAL WORKERS.	60	1.50	N.A.	N.A.
PRECISION WOODWORKERS.....	10	0.25	N.A.	N.A.
PATTERN & MODEL MAKERS.....	10	0.25	0.00	11.54
PRECISION WORKERS, NEC.....	70	1.75	N.A.	N.A.
PRECISION FOUNDRY MOLD & CORE MAKERS.....	60	1.50	0.00	34.62
OTHER PRECISION WORKERS, NEC..	10	0.25	N.A.	N.A.
MACHINE TOOL CUTTING SETTERS, METAL/PLASTIC.....	140	3.49	N.A.	N.A.
GRINDING, LAPPING & BUFFING MACHINE OPERATORS.....	40	1.00	2.33	30.77
MACHINE TOOL CUTTING OPERATORS, METAL/PLASTIC.....	100	2.49	0.00	19.23

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NEW HAMPSHIRE
SIC 33 PRIMARY METAL INDUSTRIES
BENCHMARK EMPLOYMENT: 3,970 TOTAL NUMBER OF RESPONDENTS: 26
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
MACHINE FORMING SETTERS, OPERATORS, METAL/PLASTIC.....	230	5.74	N.A.	N.A.
PUNCHING MACHINE SETTERS, OPERATORS, METAL/PLASTIC.....	10	0.25	0.00	11.54
EXTRUDING/DRAWING MACHINE SETTERS, METAL/PLASTIC.....	130	3.24	0.00	15.38
FORGING MACHINE SETTERS, OPERATORS, METAL/PLASTIC.....	10	0.25	0.00	3.85
MACHINE FORMING OPERATORS.....	80	2.00	0.00	15.38
NUMERICAL/COMBINATION MACHINE TOOL SETTERS, METAL/PLASTIC.....	30	0.75	N.A.	N.A.
COMBINATION MACHINE TOOL SETTERS, METAL/PLASTIC.....	10	0.25	0.00	15.38
COMBINATION MACHINE TOOL OPERATORS, METAL/PLASTIC.....	20	0.50	0.00	15.38
METAL & PLASTIC PROCESSING MACHINE SETTERS & OPERATORS.....	100	2.49	N.A.	N.A.
METAL MOLDING, COREMAKING & CASTING MACHINE SETTERS.....	20	0.50	0.00	23.08
METAL MOLDING, COREMAKING & CASTING MACHINE OPERATORS.....	10	0.25	10.00	15.38
FOUNDRY MOLD ASSEMBLY & SHAKEOUT WORKERS.....	20	0.50	4.00	26.92
HEATING/ANNEALING/TEMPERING MACHINE OPERATORS.....	20	0.50	0.00	15.38
FURNACE OPERATORS.....	30	0.75	3.85	19.23
OTHER METAL/PLASTIC MACHINE SETTERS & OPERATORS.....	250	6.23	N.A.	N.A.
ALL OTHER MACHINE SETTERS, METAL/PLASTIC.....	60	1.50	N.A.	N.A.
ALL OTHER MACHINE OPERATORS, METAL/PLASTIC.....	190	4.74	N.A.	N.A.
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....	750	18.70	N.A.	N.A.
COATING, PAINTING & SPRAYING MACHINE SETTERS.....	10	0.25	0.00	7.69
COATING, PAINTING & SPRAYING MACHINE OPERATORS.....	10	0.25	0.00	7.69

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NEW HAMPSHIRE
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BENCHMARK EMPLOYMENT: 3,970 TOTAL NUMBER OF RESPONDENTS: 26
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OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
CLEANING, WASHING & PICKLING EQUIPMENT OPERATORS.....	20	0.50	0.00	19.23
CRUSHING/GRINDING/MIXING/ BLENDING MACHINE OPERATORS....	20	0.50	5.56	19.23
OTHER MACHINE SETTERS, EXCEPT METAL/PLASTIC.....	90	2.24	N.A.	N.A.
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC.....	600	14.96	N.A.	N.A.
OTHER HAND WORKERS, NEC.....	350	8.73	N.A.	N.A.
WELDERS & CUTTERS.....	20	0.50	0.00	15.38
METAL POURERS & CASTERS, BASIC SHAPES.....	110	2.74	1.33	42.31
GRINDING & POLISHING WORKERS, HAND.....	30	0.75	0.00	26.92
OTHER HAND WORKERS, NEC.....	190	4.74	N.A.	N.A.
MOTOR VEHICLE OPERATORS.....	10	0.25	N.A.	N.A.
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....	10	0.25	0.00	15.38
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	190	4.74	N.A.	N.A.
HELPERS, MECHANIC & REPAIRER..	10	0.25	0.00	7.69
FREIGHT, STOCK & MATERIAL MOVERS, HAND.....	20	0.50	N.A.	N.A.
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	160	3.99	N.A.	N.A.
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING...	10	0.25	N.A.	N.A.

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TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 33 PRIMARY METAL INDUSTRIES
BENCHMARK EMPLOYMENT: 3,970 TOTAL NUMBER OF RESPONDENTS: 26
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH.....	240	5.99	0.00	53.85
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	150	3.74	0.68	73.08
EXTRUDING/DRAWING MACHINE SETTERS, METAL/PLASTIC.....	130	3.24	0.00	15.38
METAL POURERS & CASTERS, BASIC SHAPES.....	110	2.74	1.33	42.31
MACHINE TOOL CUTTING OPERATORS, METAL/PLASTIC.....	100	2.49	0.00	19.23
MACHINE FORMING OPERATORS.....	80	2.00	0.00	15.38
GENERAL MANAGERS & TOP EXECUTIVES.....	70	1.75	2.82	84.62
INDUSTRIAL PRODUCTION MANAGERS.....	60	1.50	0.00	46.15
MECHANICAL ENGINEERS.....	60	1.50	0.00	30.77
TRAFFIC, SHIPPING, & RECEIVING CLERKS.....	60	1.50	0.00	53.85
TOOL & DIE MAKERS.....	60	1.50	0.00	30.77
PRECISION FOUNDRY MOLD & CORE MAKERS.....	60	1.50	0.00	34.62

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TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 33 PRIMARY METAL INDUSTRIES
BENCHMARK EMPLOYMENT: 3,970 TOTAL NUMBER OF RESPONDENTS: 26
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
GENERAL MANAGERS & TOP EXECUTIVES	70	1.75	2.82	84.62
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	150	3.74	0.68	73.08
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	40	1.00	0.00	61.54
TRAFFIC, SHIPPING, & RECEIVING CLERKS	60	1.50	0.00	53.85
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH	240	5.99	0.00	53.85
INDUSTRIAL PRODUCTION MANAGERS	60	1.50	0.00	46.15
SECRETARIES, EXCEPT LEGAL & MEDICAL	40	1.00	2.56	46.15
JANITORS & CLEANERS	30	0.75	0.00	46.15
PRECISION INSPECTORS, TESTERS & GRADERS	50	1.25	0.00	42.31
METAL POURERS & CASTERS, BASIC SHAPES	110	2.74	1.33	42.31

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 36 ELECTRONIC & OTHER ELECTRIC EQUIPMENT
BENCHMARK EMPLOYMENT: 13,140 TOTAL NUMBER OF RESPONDENTS: 62
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	13,220	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	960	7.26	N.A.	N.A.
FINANCIAL MANAGERS	100	0.76	8.91	54.84
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS	40	0.30	10.00	43.55
PURCHASING MANAGERS	30	0.23	13.33	32.26
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	60	0.45	6.35	27.42
ADMINISTRATIVE MANAGERS	30	0.23	0.00	11.29
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS	170	1.29	1.69	40.32
INDUSTRIAL PRODUCTION MANAGERS	180	1.36	6.74	64.52
GENERAL MANAGERS & TOP EXECUTIVES	210	1.59	9.05	80.65
ALL OTHER MANAGERS & ADMINISTRATORS	140	1.06	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	2,600	19.67	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	100	0.76	N.A.	N.A.
ACCOUNTANTS & AUDITORS	90	0.68	10.97	45.16
BUDGET ANALYSTS	10	0.08	0.00	4.84
PURCHASING AGENTS	140	1.06	9.55	56.45
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS	40	0.30	0.00	25.81
COST ESTIMATORS	20	0.15	0.00	14.52
ALL OTHER MANAGEMENT SUPPORT	30	0.23	N.A.	N.A.
ENGINEERS	1,180	8.93	N.A.	N.A.
METALLURGISTS/METALLURGICAL, CERAMIC & MATERIALS ENGINEERS	20	0.15	0.00	4.84
CHEMICAL ENGINEERS	20	0.15	0.00	12.90
ELECTRICAL & ELECTRONIC ENGINEERS	280	2.12	10.98	46.77

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NEW HAMPSHIRE
SIC 36 ELECTRONIC & OTHER ELECTRIC EQUIPMENT
BENCHMARK EMPLOYMENT: 13,140 TOTAL NUMBER OF RESPONDENTS: 62
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
COMPUTER ENGINEERS.....	430	3.25	2.24	22.58
INDUSTRIAL ENGINEERS, EXCEPT SAFETY.....	60	0.45	12.90	32.26
SAFETY ENGINEERS, EXCEPT MINING.....	20	0.15	0.00	12.90
MECHANICAL ENGINEERS.....	200	1.51	5.03	38.71
ALL OTHER ENGINEERS.....	150	1.13	N.A.	N.A.
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....	630	4.77	N.A.	N.A.
ELECTRICAL/ELECTRONIC TECHNICIANS & TECHNOLOGISTS...	360	2.72	9.17	43.55
INDUSTRIAL TECHNICIANS & TECHNOLOGISTS.....	10	0.08	0.00	6.45
MECHANICAL TECHNICIANS & TECHNOLOGISTS.....	80	0.61	0.00	17.74
DRAFTERS.....	150	1.13	5.73	38.71
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS...	30	0.23	N.A.	N.A.
PHYSICAL SCIENTISTS.....	10	0.08	N.A.	N.A.
CHEMISTS, EXCEPT BIOCHEMISTS..	10	0.08	0.00	4.84
PHYSICAL & LIFE SCIENCE TECHNICIANS & TECHNOLOGISTS.....	30	0.23	N.A.	N.A.
CHEMICAL TECHNICIANS & TECHNOLOGISTS, EXCEPT HEALTH..	20	0.15	0.00	9.68
OTHER PHYSICAL & LIFE SCIENCE TECHNICIANS & TECHNOLOGISTS...	10	0.08	N.A.	N.A.
COMPUTER SCIENTISTS & RELATED...	280	2.12	N.A.	N.A.
SYSTEMS ANALYSTS.....	40	0.30	14.37	19.35
COMPUTER PROGRAMMER AIDES.....	10	0.08	0.00	6.45
PROGRAMMERS-NUMERICAL, TOOL & PROCESS CONTROL.....	10	0.08	0.00	11.29
OTHER COMPUTER SCIENTISTS & RELATED.....	220	1.66	N.A.	N.A.
MATHEMATICAL SCIENTISTS & RELATED.....	10	0.08	N.A.	N.A.
OTHER SYSTEMS RESEARCHERS.....	10	0.08	N.A.	N.A.
HEALTH PRACTITIONERS, TECHNICIANS & TECHNOLOGISTS.....	10	0.08	N.A.	N.A.

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BENCHMARK EMPLOYMENT: 13,140 TOTAL NUMBER OF RESPONDENTS: 62
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TECHNICAL WRITERS.....	30	0.23	0.00	8.06
DESIGNERS, EXCEPT INTERIOR.....	10	0.08	0.00	4.84
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS....	80	0.61	N.A.	N.A.
SALES & RELATED OCCUPATIONS.....	550	4.16	N.A.	N.A.
FIRST LINE SUPERVISORS, SALES & RELATED.....	100	0.76	4.16	30.65
SALES ENGINEERS.....	50	0.38	0.00	16.13
SALESPERSONS, SCIENTIFIC PRODUCTS & SERVICES.....	200	1.51	12.80	20.97
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....	80	0.61	16.53	20.97
ALL OTHER SALES & RELATED.....	120	0.91	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT.....	1,390	10.51	N.A.	N.A.
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....	40	0.30	0.00	17.74
ADJUSTMENT CLERKS.....	110	0.83	0.00	24.19
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	190	1.44	5.56	69.35
RECEPTIONISTS & INFORMATION CLERKS.....	20	0.15	0.00	14.52
TYPISTS, INCLUDING WORD PROCESSI	20	0.15	9.62	8.06
PERSONNEL CLERKS, EXCEPT PAYROLL & TIMEKEEPING.....	30	0.23	12.49	24.19
ORDER CLERKS, MATERIALS, MERCHANDISE & SERVICE.....	50	0.38	15.92	22.58
PROCUREMENT CLERKS.....	30	0.23	13.33	27.42
STATISTICAL CLERKS.....	10	0.08	37.48	6.45
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	130	0.98	8.93	48.39
PAYROLL & TIMEKEEPING CLERKS....	30	0.23	27.72	22.58
BILLING, COST & RATE CLERKS.....	20	0.15	0.00	11.29
GENERAL OFFICE CLERKS.....	130	0.98	8.98	27.42
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....	30	0.23	N.A.	N.A.

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BENCHMARK EMPLOYMENT: 13,140 TOTAL NUMBER OF RESPONDENTS: 62
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
COMPUTER OPERATORS, EXCEPT PERIPHERAL EQUIPMENT.....	20	0.15	0.00	16.13
DATA ENTRY KEYERS, EXCEPT COMPOSING.....	10	0.08	0.00	11.29
SWITCHBOARD OPERATORS.....	30	0.23	14.22	24.19
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....	490	3.71	N.A.	N.A.
PRODUCTION, PLANNING & EXPEDITING CLERKS.....	150	1.13	5.29	40.32
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....	130	0.98	6.01	41.94
TRAFFIC, SHIPPING, & RECEIVING CLERKS.....	200	1.51	5.75	72.58
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....	10	0.08	N.A.	N.A.
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....	30	0.23	N.A.	N.A.
SERVICE OCCUPATIONS.....	130	0.98	N.A.	N.A.
FIRST LINE SUPERVISORS & MANAGER/SUPERVISORS, SERVICE....	20	0.15	N.A.	N.A.
GUARDS & WATCH GUARDS.....	20	0.15	0.00	1.61
JANITORS & CLEANERS.....	80	0.61	8.63	38.71
ALL OTHER SERVICE WORKERS.....	10	0.08	N.A.	N.A.
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....	7,590	57.41	N.A.	N.A.
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...	440	3.33	N.A.	N.A.
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS	30	0.23	0.00	19.35
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	370	2.80	7.41	66.13
FIRST LINE SUPERVISORS, TRANSPORT/MOVING MACHINES.....	10	0.08	0.00	8.06
FIRST LINE SUPERVISORS, HELPERS/LABORERS/MOVERS-HAND..	20	0.15	0.00	4.84

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 36 ELECTRONIC & OTHER ELECTRIC EQUIPMENT
BENCHMARK EMPLOYMENT: 13,140 TOTAL NUMBER OF RESPONDENTS: 62
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN....	10	0.08	N.A.	N.A.
INSPECTORS & RELATED.....	880	6.66	N.A.	N.A.
PRECISION INSPECTORS, TESTERS & GRADERS.....	300	2.27	8.51	37.10
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH..	580	4.39	4.81	43.55
MECHANICS, INSTALLERS & REPAIRERS.....	500	3.78	N.A.	N.A.
MACHINERY MAINTENANCE MECHANICS.....	280	2.12	0.00	27.42
MACHINERY MAINTENANCE WORKERS.....	40	0.30	0.00	6.45
MAINTENANCE REPAIRERS, GENERAL UTILITY.....	100	0.76	7.22	27.42
DATA PROCESSING EQUIPMENT REPAIRERS.....	70	0.53	0.00	1.61
HEATING/AIR CONDITIONING/ REFRIGERATION MECHANICS.....	10	0.08	0.00	3.23
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....	20	0.15	N.A.	N.A.
ELECTRICIANS.....	20	0.15	0.00	14.52
PRECISION METAL WORKERS.....	360	2.72	N.A.	N.A.
TOOL & DIE MAKERS.....	60	0.45	0.00	24.19
MACHINISTS.....	190	1.44	9.11	27.42
TOOL GRINDERS, FILERS & SHARPENERS.....	10	0.08	0.00	6.45
OTHER PRECISION METAL WORKERS.	100	0.76	N.A.	N.A.
MACHINE TOOL CUTTING SETTERS, METAL/PLASTIC.....	80	0.61	N.A.	N.A.
SAW MACHINE TOOLSETTERS.....	10	0.08	33.33	4.84
LATHE TOOL SETTERS.....	30	0.23	0.00	8.06
MILLING & PLANING MACHINE SETTERS, METAL/PLASTIC.....	10	0.08	0.00	3.23
MACHINE TOOL CUTTING OPERATORS, METAL/PLASTIC.....	30	0.23	7.14	8.06
MACHINE FORMING SETTERS, OPERATORS, METAL/PLASTIC.....	20	0.15	N.A.	N.A.

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NEW HAMPSHIRE
SIC 36 ELECTRONIC & OTHER ELECTRIC EQUIPMENT
BENCHMARK EMPLOYMENT: 13,140 TOTAL NUMBER OF RESPONDENTS: 62
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
PRESS & PRESS BRAKE MACHINE SETTERS, METAL/PLASTIC.....	20	0.15	0.00	4.84
NUMERICAL/COMBINATION MACHINE TOOL SETTERS, METAL/PLASTIC.....	60	0.45	N.A.	N.A.
COMBINATION MACHINE TOOL SETTERS, METAL/PLASTIC.....	30	0.23	8.82	11.29
COMBINATION MACHINE TOOL OPERATORS, METAL/PLASTIC.....	30	0.23	8.82	6.45
METAL FABRICATING MACHINE SETTERS, OPERATORS.....	110	0.83	N.A.	N.A.
WELDING MACHINE SETTERS.....	40	0.30	0.00	8.06
WELDING MACHINE OPERATORS.....	30	0.23	0.00	3.23
SOLDERING/BRAZING MACHINE SETTERS.....	20	0.15	17.57	8.06
SOLDERING/BRAZING MACHINE OPERATORS.....	20	0.15	17.57	6.45
METAL & PLASTIC PROCESSING MACHINE SETTERS & OPERATORS.....	230	1.74	N.A.	N.A.
PLASTIC MOLDING/CASTING MACHINE SETTERS & OPERATORS...	40	0.30	46.78	6.45
PLASTIC MOLDING/CASTING MACHINE OPERATORS.....	20	0.15	34.28	3.23
ELECTROLYTIC PLATING & COATING MACHINE SETTERS.....	120	0.91	0.00	12.90
ELECTROLYTIC PLATING & COATING MACHINE OPERATORS.....	50	0.38	0.00	6.45
OTHER METAL/PLASTIC MACHINE SETTERS & OPERATORS.....	440	3.33	N.A.	N.A.
ALL OTHER MACHINE SETTERS, METAL/PLASTIC.....	130	0.98	N.A.	N.A.
ALL OTHER MACHINE OPERATORS, METAL/PLASTIC.....	310	2.34	N.A.	N.A.
PRINTING, BINDING & RELATED.....	20	0.15	N.A.	N.A.
SCREEN PRINTING MACHINE SETTERS.....	20	0.15	0.00	6.45
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....	670	5.07	N.A.	N.A.

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NEW HAMPSHIRE
SIC 36 ELECTRONIC & OTHER ELECTRIC EQUIPMENT
BENCHMARK EMPLOYMENT: 13,140 TOTAL NUMBER OF RESPONDENTS: 62
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
ELECTRONIC SEMICONDUCTOR PROCESSORS	120	0.91	0.00	4.84
COATING, PAINTING & SPRAYING MACHINE SETTERS	20	0.15	37.48	8.06
COATING, PAINTING & SPRAYING MACHINE OPERATORS	20	0.15	22.91	6.45
OTHER MACHINE SETTERS, EXCEPT METAL/PLASTIC	150	1.13	N.A.	N.A.
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC	360	2.72	N.A.	N.A.
FABRICATORS & PRECISION ASSEMBLERS, METAL	1,110	8.40	N.A.	N.A.
ELECTROMECHANICAL EQUIPMENT ASSEMBLERS, PRECISION	380	2.87	36.52	6.45
ELECTRICAL/ELECTRONIC EQUIPMENT ASSEMBLERS, PRECISION	590	4.46	7.12	24.19
OTHER PRECISION ASSEMBLERS	140	1.06	N.A.	N.A.
OTHER HAND WORKERS, NEC	2,260	17.10	N.A.	N.A.
MACHINE ASSEMBLERS	10	0.08	0.00	1.61
ELECTRICAL & ELECTRONIC ASSEMBLERS	1,080	8.17	7.03	35.48
COIL WINDERS, TAPERS & FINISHERS	240	1.82	44.13	11.29
WELDERS & CUTTERS	30	0.23	41.81	6.45
SOLDERERS & BRAZERS	40	0.30	0.00	4.84
GRINDING & POLISHING WORKERS, HAND	20	0.15	0.00	6.45
ASSEMBLERS/FABRICATORS EXCEPT MACHINE/ELECTRONIC/PRECISION	780	5.90	2.72	24.19
OTHER HAND WORKERS, NEC	60	0.45	N.A.	N.A.
PLANT & SYSTEM WORKERS	10	0.08	N.A.	N.A.
MOTOR VEHICLE OPERATORS	30	0.23	N.A.	N.A.
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS	30	0.23	28.78	14.52
MATERIAL MOVING EQUIPMENT OPERATORS	10	0.08	N.A.	N.A.
INDUSTRIAL TRUCK & TRACTOR OPERATORS	10	0.08	0.00	3.23

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NEW HAMPSHIRE
SIC 36 ELECTRONIC & OTHER ELECTRIC EQUIPMENT
BENCHMARK EMPLOYMENT: 13,140 TOTAL NUMBER OF RESPONDENTS: 62
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	330	2.50	N.A.	N.A.
HELPERS, MECHANIC & REPAIRER..	10	0.08	0.00	1.61
MACHINE FEEDERS & OFFBEARERS.....	80	0.61	41.48	4.84
FREIGHT, STOCK & MATERIAL MOVERS, HAND.....	40	0.30	N.A.	N.A.
HAND PACKERS & PACKAGERS.....	110	0.83	7.32	14.52
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	90	0.68	N.A.	N.A.
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING...	10	0.08	N.A.	N.A.

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TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 36 ELECTRONIC & OTHER ELECTRIC EQUIPMENT
BENCHMARK EMPLOYMENT: 13,140 TOTAL NUMBER OF RESPONDENTS: 62
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
ELECTRICAL & ELECTRONIC ASSEMBLERS	1,080	8.17	7.03	35.48
ASSEMBLERS/FABRICATORS EXCEPT MACHINE/ELECTRONIC/PRECISION	780	5.90	2.72	24.19
ELECTRICAL/ELECTRONIC EQUIPMENT ASSEMBLERS, PRECISION	590	4.46	7.12	24.19
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH	580	4.39	4.81	43.55
COMPUTER ENGINEERS	430	3.25	2.24	22.58
ELECTROMECHANICAL EQUIPMENT ASSEMBLERS, PRECISION	380	2.87	36.52	6.45
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	370	2.80	7.41	66.13
ELECTRICAL/ELECTRONIC TECHNICIANS & TECHNOLOGISTS	360	2.72	9.17	43.55
PRECISION INSPECTORS, TESTERS & GRADERS	300	2.27	8.51	37.10
ELECTRICAL & ELECTRONIC ENGINEERS	280	2.12	10.98	46.77

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TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 36 ELECTRONIC & OTHER ELECTRIC EQUIPMENT
BENCHMARK EMPLOYMENT: 13,140 TOTAL NUMBER OF RESPONDENTS: 62
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
GENERAL MANAGERS & TOP EXECUTIVES	210	1.59	9.05	80.65
TRAFFIC, SHIPPING, & RECEIVING CLERKS	200	1.51	5.75	72.58
SECRETARIES, EXCEPT LEGAL & MEDICAL	190	1.44	5.56	69.35
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	370	2.80	7.41	66.13
INDUSTRIAL PRODUCTION MANAGERS	180	1.36	6.74	64.52
PURCHASING AGENTS	140	1.06	9.55	56.45
FINANCIAL MANAGERS	100	0.76	8.91	54.84
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	130	0.98	8.93	48.39
ELECTRICAL & ELECTRONIC ENGINEERS	280	2.12	10.98	46.77
ACCOUNTANTS & AUDITORS	90	0.68	10.97	45.16

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 38 INSTRUMENTS AND RELATED PRODUCTS
BENCHMARK EMPLOYMENT: 12,050 TOTAL NUMBER OF RESPONDENTS: 45
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	12,090	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	1,090	9.02	N.A.	N.A.
FINANCIAL MANAGERS	100	0.83	7.98	60.00
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS	40	0.33	0.00	24.44
PURCHASING MANAGERS	30	0.25	0.00	22.22
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	150	1.24	7.67	55.56
ADMINISTRATIVE MANAGERS	40	0.33	0.00	11.11
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS	360	2.98	0.00	28.89
INDUSTRIAL PRODUCTION MANAGERS	110	0.91	10.01	51.11
GENERAL MANAGERS & TOP EXECUTIVES	140	1.16	13.04	68.89
ALL OTHER MANAGERS & ADMINISTRATORS	120	0.99	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	3,950	32.67	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	140	1.16	N.A.	N.A.
ACCOUNTANTS & AUDITORS	100	0.83	4.47	40.00
BUDGET ANALYSTS	40	0.33	0.00	8.89
PURCHASING AGENTS	120	0.99	5.74	60.00
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS	40	0.33	0.00	6.67
COST ESTIMATORS	100	0.83	0.00	15.56
ALL OTHER MANAGEMENT SUPPORT	260	2.15	N.A.	N.A.
ENGINEERS	1,650	13.65	N.A.	N.A.
CHEMICAL ENGINEERS	10	0.08	0.00	11.11
ELECTRICAL & ELECTRONIC ENGINEERS	700	5.79	1.46	46.67
COMPUTER ENGINEERS	200	1.65	0.99	24.44
INDUSTRIAL ENGINEERS, EXCEPT SAFETY	220	1.82	0.00	15.56

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NEW HAMPSHIRE
SIC 38 INSTRUMENTS AND RELATED PRODUCTS
BENCHMARK EMPLOYMENT: 12,C50 TOTAL NUMBER OF RESPONDENTS: 45
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
MECHANICAL ENGINEERS.....	180	1.49	4.02	37.78
ALL OTHER ENGINEERS.....	340	2.81	N.A.	N.A.
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....	750	6.20	N.A.	N.A.
ELECTRICAL/ELECTRONIC TECHNICIANS & TECHNOLOGISTS...	350	2.89	2.19	46.67
MECHANICAL TECHNICIANS & TECHNOLOGISTS.....	130	1.08	1.86	22.22
DRAFTERS.....	120	0.99	2.61	46.67
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS...	150	1.24	N.A.	N.A.
PHYSICAL SCIENTISTS.....	40	0.33	N.A.	N.A.
ALL OTHER PHYSICAL SCIENTISTS.	40	0.33	N.A.	N.A.
PHYSICAL & LIFE SCIENCE TECHNICIANS & TECHNOLOGISTS.....	10	0.08	N.A.	N.A.
OTHER PHYSICAL & LIFE SCIENCE TECHNICIANS & TECHNOLOGISTS...	10	0.08	N.A.	N.A.
COMPUTER SCIENTISTS & RELATED...	560	4.63	N.A.	N.A.
SYSTEMS ANALYSTS.....	70	0.58	0.00	15.56
COMPUTER PROGRAMMERS.....	400	3.31	0.56	24.44
COMPUTER PROGRAMMER AIDES.....	90	0.74	0.00	4.44
MATHEMATICAL SCIENTISTS & RELATED.....	40	0.33	N.A.	N.A.
SYSTEMS RESEARCHERS.....	40	0.33	0.00	2.22
HEALTH PRACTITIONERS, TECHNICIANS & TECHNOLOGISTS.....	10	0.08	N.A.	N.A.
OTHER HEALTH PROFESSIONALS, PARAPROFESSIONALS/TECHNICIANS.	10	0.08	N.A.	N.A.
TECHNICAL WRITERS.....	50	0.41	0.00	6.67
DESIGNERS, EXCEPT INTERIOR.....	90	0.74	0.00	8.89
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS....	90	0.74	N.A.	N.A.
SALES & RELATED OCCUPATIONS.....	160	1.32	N.A.	N.A.
FIRST LINE SUPERVISORS, SALES & RELATED.....	30	0.25	0.00	11.11
SALES ENGINEERS.....	50	0.41	0.00	8.89

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NEW HAMPSHIRE
SIC 38 INSTRUMENTS AND RELATED PRODUCTS
BENCHMARK EMPLOYMENT: 12,050 TOTAL NUMBER OF RESPONDENTS: 45
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
SALESPERSONS, SCIENTIFIC PRODUCTS & SERVICES	70	0.58	7.31	20.00
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL	10	0.08	19.25	6.67
CLERICAL & ADMINISTRATIVE SUPPORT	1,750	14.47	N.A.	N.A.
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE	70	0.58	13.56	33.33
OTHER BANKING, SECURITY, FINANCE & CREDIT WORKERS	30	0.25	N.A.	N.A.
SECRETARIES, EXCEPT LEGAL & MEDICAL	380	3.14	0.70	46.67
RECEPTIONISTS & INFORMATION CLERKS	10	0.08	0.00	8.89
TYPISTS, INCLUDING WORD PROCESSI	30	0.25	0.00	15.56
PERSONNEL CLERKS, EXCEPT PAYROLL & TIMEKEEPING	20	0.17	0.00	15.56
ORDER CLERKS, MATERIALS, MERCHANDISE & SERVICE	60	0.50	7.71	35.56
PROCUREMENT CLERKS	30	0.25	0.00	17.78
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	140	1.16	13.19	48.89
PAYROLL & TIMEKEEPING CLERKS	10	0.08	0.00	15.56
BILLING, COST & RATE CLERKS	10	0.08	0.00	6.67
GENERAL OFFICE CLERKS	150	1.24	7.48	40.00
OFFICE MACHINE OPERATORS, DATA PROCESSORS	140	1.16	N.A.	N.A.
COMPUTER OPERATORS, EXCEPT PERIPHERAL EQUIPMENT	70	0.58	9.24	17.78
DATA ENTRY KEYERS, EXCEPT COMPOSING	40	0.33	0.00	11.11
OTHER OFFICE MACHINE OPERATORS	30	0.25	N.A.	N.A.
SWITCHBOARD OPERATORS	20	0.17	9.09	26.67
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING	580	4.80	N.A.	N.A.

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NEW HAMPSHIRE
SIC 38 INSTRUMENTS AND RELATED PRODUCTS
BENCHMARK EMPLOYMENT: 12,050 TOTAL NUMBER OF RESPONDENTS: 45
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
PRODUCTION, PLANNING & EXPEDITING CLERKS.....	360	2.98	1.83	40.00
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....	70	0.58	6.98	35.56
TRAFFIC, SHIPPING, & RECEIVING CLERKS.....	120	0.99	6.11	48.89
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....	30	0.25	N.A.	N.A.
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....	70	0.58	N.A.	N.A.
SERVICE OCCUPATIONS.....	180	1.49	N.A.	N.A.
FIRST LINE SUPERVISORS & MANAGER/SUPERVISORS, SERVICE....	10	0.08	N.A.	N.A.
GUARDS & WATCH GUARDS.....	50	0.41	0.00	4.44
JANITORS & CLEANERS.....	110	0.91	2.82	31.11
ALL OTHER SERVICE WORKERS.....	10	0.08	N.A.	N.A.
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....	4,960	41.03	N.A.	N.A.
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...	250	2.07	N.A.	N.A.
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS	30	0.25	0.00	13.33
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	200	1.65	3.33	53.33
FIRST LINE SUPERVISORS, TRANSPORT/MOVING MACHINES.....	10	0.08	0.00	8.89
FIRST LINE SUPERVISORS, HELPERS/LABORERS/MOVERS-HAND..	10	0.08	0.00	4.44
INSPECTORS & RELATED.....	470	3.89	N.A.	N.A.
PRECISION INSPECTORS, TESTERS & GRADERS.....	150	1.24	4.53	33.33
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH..	320	2.65	3.41	26.67
MECHANICS, INSTALLERS & REPAIRERS.....	180	1.49	N.A.	N.A.

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NEW HAMPSHIRE
SIC 38 INSTRUMENTS AND RELATED PRODUCTS
BENCHMARK EMPLOYMENT: 12,050 TOTAL NUMBER OF RESPONDENTS: 45
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
MACHINERY MAINTENANCE MECHANICS	50	0.41	6.26	20.00
MAINTENANCE REPAIRERS, GENERAL UTILITY	80	0.66	3.37	40.00
PRECISION INSTRUMENT REPAIRERS	20	0.17	12.50	11.11
OTHER MECHANICS, INSTALLERS & REPAIRERS	30	0.25	N.A.	N.A.
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING	40	0.33	N.A.	N.A.
CARPENTERS	10	0.08	0.00	2.22
ELECTRICIANS	20	0.17	0.00	6.67
PLUMBERS, PIPEFITTERS & STEAMFITTERS	10	0.08	0.00	2.22
PRECISION METAL WORKERS	270	2.23	N.A.	N.A.
TOOL & DIE MAKERS	60	0.50	0.00	11.11
MACHINISTS	140	1.16	4.40	31.11
SHEET METAL WORKERS	40	0.33	0.00	6.67
OTHER PRECISION METAL WORKERS	30	0.25	N.A.	N.A.
PRECISION WORKERS, NEC	150	1.24	N.A.	N.A.
PRECISION OPTICAL GOODS WORKERS	120	0.99	10.09	11.11
OTHER PRECISION WORKERS, NEC	30	0.25	N.A.	N.A.
MACHINE TOOL CUTTING SETTERS, METAL/PLASTIC	80	0.66	N.A.	N.A.
LATHE TOOL SETTERS	40	0.33	4.68	6.67
DRILLING/BORING MACHINE TOOL SETTERS, METAL/PLASTIC	10	0.08	35.25	8.89
MACHINE TOOL CUTTING OPERATORS, METAL/PLASTIC	30	0.25	5.41	4.44
MACHINE FORMING SETTERS, OPERATORS, METAL/PLASTIC	190	1.57	N.A.	N.A.
PUNCHING MACHINE SETTERS, OPERATORS, METAL/PLASTIC	120	0.99	0.84	13.33
PRESS & PRESS BRAKE MACHINE SETTERS, METAL/PLASTIC	10	0.08	0.00	4.44
SHEAR & SLITTER MACHINE SETTERS, METAL/PLASTIC	10	0.08	0.00	4.44

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NEW HAMPSHIRE
SIC 38 INSTRUMENTS AND RELATED PRODUCTS
BENCHMARK EMPLOYMENT: 12,050 TOTAL NUMBER OF RESPONDENTS: 45
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
MACHINE FORMING OPERATORS.....	50	0.41	10.33	13.33
NUMERICAL/COMBINATION MACHINE TOOL SETTERS, METAL/PLASTIC.....	40	0.33	N.A.	N.A.
NUMERICAL CONTROL MACHINE TOOL OPERATORS, METAL/PLASTIC.	30	0.25	0.00	11.11
COMBINATION MACHINE TOOL SETTERS, METAL/PLASTIC.....	10	0.08	15.71	6.67
METAL & PLASTIC PROCESSING MACHINE SETTERS & OPERATORS.....	20	0.17	N.A.	N.A.
ELECTROLYTIC PLATING & COATING MACHINE SETTERS.....	10	0.08	0.00	4.44
ELECTROLYTIC PLATING & COATING MACHINE OPERATORS.....	10	0.08	0.00	4.44
OTHER METAL/PLASTIC MACHINE SETTERS & OPERATORS.....	30	0.25	N.A.	N.A.
ALL OTHER MACHINE SETTERS, METAL/PLASTIC.....	20	0.17	N.A.	N.A.
ALL OTHER MACHINE OPERATORS, METAL/PLASTIC.....	10	0.08	N.A.	N.A.
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....	190	1.57	N.A.	N.A.
COATING, PAINTING & SPRAYING MACHINE SETTERS.....	10	0.08	12.37	13.33
COATING, PAINTING & SPRAYING MACHINE OPERATORS.....	20	0.17	8.25	13.33
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC.....	160	1.32	N.A.	N.A.
FABRICATORS & PRECISION ASSEMBLERS, METAL.....	790	6.53	N.A.	N.A.
ELECTROMECHANICAL EQUIPMENT ASSEMBLERS, PRECISION.....	40	0.33	27.81	8.89
ELECTRICAL/ELECTRONIC EQUIPMENT ASSEMBLERS, PRECISION.....	750	6.20	6.80	28.89
OTHER HAND WORKERS, NEC.....	2,060	17.04	N.A.	N.A.
MACHINE ASSEMBLERS.....	310	2.56	0.00	2.22
ELECTRICAL & ELECTRONIC ASSEMBLERS.....	300	2.48	9.88	17.78

N.A. - not available or not calculated
Division total includes all occupations but only occupations passing confidentiality are shown

NEW HAMPSHIRE
SIC 38 INSTRUMENTS AND RELATED PRODUCTS
BENCHMARK EMPLOYMENT: 12,050 TOTAL NUMBER OF RESPONDENTS: 45
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
WELDERS & CUTTERS.....	30	0.25	20.16	15.56
SOLDERERS & BRAZERS.....	90	0.74	0.00	11.11
PAINTING, COATING & DECORATING WORKERS, HAND.....	20	0.17	5.66	11.11
GRINDING & POLISHING WORKERS, HAND.....	110	0.91	3.40	13.33
ASSEMBLERS/FABRICATORS EXCEPT MACHINE/ELECTRONIC/PRECISION..	1,190	9.84	1.92	31.11
OTHER HAND WORKERS, NEC.....	10	0.08	N.A.	N.A.
MOTOR VEHICLE OPERATORS.....	10	0.08	N.A.	N.A.
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....	10	0.08	0.00	11.11
ALL OTHER TRANSPORTATION & RELATED WORKERS.....	10	0.08	N.A.	N.A.
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	170	1.41	N.A.	N.A.
MACHINE FEEDERS & OFFBEARERS.....	50	0.41	14.42	6.67
FREIGHT, STOCK & MATERIAL MOVERS, HAND.....	50	0.41	N.A.	N.A.
HAND PACKERS & PACKAGERS.....	60	0.50	10.12	17.78
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	10	0.08	N.A.	N.A.
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING...	10	0.08	N.A.	N.A.

N.A. - not available or not calculated
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TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 38 INSTRUMENTS AND RELATED PRODUCTS
BENCHMARK EMPLOYMENT: 12,050 TOTAL NUMBER OF RESPONDENTS: 45
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
ASSEMBLERS/FABRICATORS EXCEPT MACHINE/ELECTRONIC/PRECISION.....	1,190	9.84	1.92	31.11
ELECTRICAL/ELECTRONIC EQUIPMENT ASSEMBLERS, PRECISION.....	750	6.20	6.80	28.89
ELECTRICAL & ELECTRONIC ENGINEERS.....	700	5.79	1.46	46.67
COMPUTER PROGRAMMERS.....	400	3.31	0.56	24.44
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	380	3.14	0.70	46.67
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS.....	360	2.98	0.00	28.89
PRODUCTION, PLANNING & EXPEDITING CLERKS.....	360	2.98	1.83	40.00
ELECTRICAL/ELECTRONIC TECHNICIANS & TECHNOLOGISTS.....	350	2.89	2.19	46.67
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH.....	320	2.65	3.41	26.67
MACHINE ASSEMBLERS.....	310	2.56	0.00	2.22

N.A. - not available or not calculated
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TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 38 INSTRUMENTS AND RELATED PRODUCTS
BENCHMARK EMPLOYMENT: 12,050 TOTAL NUMBER OF RESPONDENTS: 45
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
GENERAL MANAGERS & TOP EXECUTIVES	140	1.16	13.04	68.89
FINANCIAL MANAGERS	100	0.83	7.98	60.00
PURCHASING AGENTS	120	0.99	5.74	60.00
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	150	1.24	7.67	55.56
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	200	1.65	3.33	53.33
INDUSTRIAL PRODUCTION MANAGERS	110	0.91	10.01	51.11
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	140	1.16	13.19	48.89
TRAFFIC, SHIPPING, & RECEIVING CLERKS	120	0.99	6.11	48.89
ELECTRICAL & ELECTRONIC ENGINEERS	700	5.79	1.46	46.67
ELECTRICAL/ELECTRONIC TECHNICIANS & TECHNOLOGISTS	350	2.89	2.19	46.67
DRAFTERS	120	0.99	2.61	46.67
SECRETARIES, EXCEPT LEGAL & MEDICAL	380	3.14	0.70	46.67

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NEW HAMPSHIRE
SIC 39 MISCELLANEOUS MANUFACTURING INDUSTRIE
BENCHMARK EMPLOYMENT: 1,920 TOTAL NUMBER OF RESPONDENTS: 26
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	1,930	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	140	7.25	N.A.	N.A.
FINANCIAL MANAGERS	10	0.52	0.00	30.77
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS	10	0.52	0.00	23.08
PURCHASING MANAGERS	10	0.52	0.00	19.23
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	10	0.52	0.00	23.08
INDUSTRIAL PRODUCTION MANAGERS	30	1.55	12.16	46.15
GENERAL MANAGERS & TOP EXECUTIVES	60	3.11	5.14	73.08
ALL OTHER MANAGERS & ADMINISTRATORS	10	0.52	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	90	4.66	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	10	0.52	N.A.	N.A.
ACCOUNTANTS & AUDITORS	10	0.52	0.00	19.23
PURCHASING AGENTS	20	1.04	0.00	30.77
ENGINEERS	10	0.52	N.A.	N.A.
ALL OTHER ENGINEERS	10	0.52	N.A.	N.A.
ALL OTHER NATURAL SCIENTISTS & RELATED WORKERS	10	0.52	N.A.	N.A.
COMPUTER SCIENTISTS & RELATED	10	0.52	N.A.	N.A.
OTHER COMPUTER SCIENTISTS & RELATED	10	0.52	N.A.	N.A.
DESIGNERS, EXCEPT INTERIOR	20	1.04	31.05	30.77
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS	10	0.52	N.A.	N.A.
SALES & RELATED OCCUPATIONS	50	2.59	N.A.	N.A.
FIRST LINE SUPERVISORS, SALES & RELATED	10	0.52	0.00	15.38

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NEW HAMPSHIRE
SIC 39 MISCELLANEOUS MANUFACTURING INDUSTRIE
BENCHMARK EMPLOYMENT: 1,920 TOTAL NUMBER OF RESPONDENTS: 26
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....	20	1.04	19.54	30.77
ALL OTHER SALES & RELATED.....	20	1.04	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT.....	230	11.92	N.A.	N.A.
ADJUSTMENT CLERKS.....	10	0.52	0.00	19.23
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	20	1.04	33.67	30.77
TYPISTS, INCLUDING WORD PROCESSI	10	0.52	0.00	11.54
ORDER CLERKS, MATERIALS, MERCHANDISE & SERVICE.....	20	1.04	0.00	30.77
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	20	1.04	6.93	42.31
GENERAL OFFICE CLERKS.....	10	0.52	42.13	19.23
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....	10	0.52	N.A.	N.A.
OTHER OFFICE MACHINE OPERATORS.....	10	0.52	N.A.	N.A.
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....	100	5.18	N.A.	N.A.
PRODUCTION, PLANNING & EXPEDITING CLERKS.....	10	0.52	0.00	19.23
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....	10	0.52	0.00	19.23
TRAFFIC, SHIPPING, & RECEIVING CLERKS.....	70	3.63	4.75	61.54
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....	10	0.52	N.A.	N.A.
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....	30	1.55	N.A.	N.A.
SERVICE OCCUPATIONS.....	40	2.07	N.A.	N.A.
JANITORS & CLEANERS.....	20	1.04	0.00	34.62
ALL OTHER SERVICE WORKERS.....	20	1.04	N.A.	N.A.
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....	1,380	71.50	N.A.	N.A.

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NEW HAMPSHIRE
SIC 39 MISCELLANEOUS MANUFACTURING INDUSTRIE
BENCHMARK EMPLOYMENT: 1,920 TOTAL NUMBER OF RESPONDENTS: 26
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...	80	4.15	N.A.	N.A.
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	60	3.11	6.80	53.85
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN....	20	1.04	N.A.	N.A.
INSPECTORS & RELATED.....	60	3.11	N.A.	N.A.
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH..	20	1.04	12.50	23.08
OTHER INSPECTORS, TESTERS & RELATED WORKERS.....	40	2.07	N.A.	N.A.
MECHANICS, INSTALLERS & REPAIRERS.....	70	3.63	N.A.	N.A.
MACHINERY MAINTENANCE MECHANICS.....	30	1.55	0.00	19.23
MAINTENANCE REPAIRERS, GENERAL UTILITY.....	40	2.07	31.27	34.62
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....	20	1.04	N.A.	N.A.
OTHER CARPENTRY & RELATED.....	10	0.52	N.A.	N.A.
OTHER CONSTRUCTION & EXTRACTIVE, EXCEPT HELPERS..	10	0.52	N.A.	N.A.
PRECISION METAL WORKERS.....	130	6.74	N.A.	N.A.
MACHINISTS.....	10	0.52	0.00	11.54
PRECISION HAND WORKERS, JEWELRY & RELATED PRODUCTS....	50	2.59	40.43	19.23
OTHER PRECISION METAL WORKERS.	70	3.63	N.A.	N.A.
PRECISION WOODWORKERS.....	40	2.07	N.A.	N.A.
OTHER PRECISION WOODWORKERS...	40	2.07	N.A.	N.A.
MACHINE FORMING SETTERS, OPERATORS, METAL/PLASTIC.....	10	0.52	N.A.	N.A.
PUNCHING MACHINE SETTERS, OPERATORS, METAL/PLASTIC.....	10	0.52	0.00	11.54
OTHER METAL/PLASTIC MACHINE SETTERS & OPERATORS.....	80	4.15	N.A.	N.A.
ALL OTHER MACHINE SETTERS, METAL/PLASTIC.....	50	2.59	N.A.	N.A.

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NEW HAMPSHIRE
SIC 39 MISCELLANEOUS MANUFACTURING INDUSTRIE
BENCHMARK EMPLOYMENT: 1,920 TOTAL NUMBER OF RESPONDENTS: 26
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
ALL OTHER MACHINE OPERATORS, METAL/PLASTIC	30	1.55	N.A.	N.A.
PRINTING, BINDING & RELATED	20	1.04	N.A.	N.A.
PRINTING PRESS MACHINE SETTERS	20	1.04	0.00	3.85
TEXTILE & RELATED SETTERS & OPERATORS	40	2.07	N.A.	N.A.
SEWING MACHINE OPERATORS, NON-GARMENT	40	2.07	14.96	15.38
OTHER TEXTILE & RELATED SETTERS & OPERATORS	20	1.04	N.A.	N.A.
OTHER MACHINE SETTERS, OPERATORS & TENDERS	190	9.84	N.A.	N.A.
CUTTING & SLICING MACHINE SETTERS	10	0.52	0.00	11.54
OTHER MACHINE SETTERS, EXCEPT METAL/PLASTIC	50	2.59	N.A.	N.A.
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC	130	6.74	N.A.	N.A.
OTHER HAND WORKERS, NEC	410	21.24	N.A.	N.A.
CUTTERS & TRIMMERS, HAND	10	0.52	0.00	11.54
OTHER HAND WORKERS, NEC	400	20.73	N.A.	N.A.
MOTOR VEHICLE OPERATORS	10	0.52	N.A.	N.A.
OTHER MOTOR VEHICLE OPERATORS	10	0.52	N.A.	N.A.
MATERIAL MOVING EQUIPMENT OPERATORS	10	0.52	N.A.	N.A.
INDUSTRIAL TRUCK & TRACTOR OPERATORS	10	0.52	0.00	15.38
HELPERS, LABORERS & MATERIAL MOVERS, HAND	180	9.33	N.A.	N.A.
FREIGHT, STOCK & MATERIAL MOVERS, HAND	20	1.04	N.A.	N.A.
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND	160	8.29	N.A.	N.A.

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TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 39 MISCELLANEOUS MANUFACTURING INDUSTRIE
BENCHMARK EMPLOYMENT: 1,920 TOTAL NUMBER OF RESPONDENTS: 26
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TRAFFIC, SHIPPING, & RECEIVING CLERKS.....	70	3.63	4.75	61.54
GENERAL MANAGERS & TOP EXECUTIVES.....	60	3.11	5.14	73.08
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	60	3.11	6.80	53.85
PRECISION HAND WORKERS, JEWELRY & RELATED PRODUCTS.....	50	2.59	40.43	19.23
MAINTENANCE REPAIRERS, GENERAL UTILITY.....	40	2.07	31.27	34.62
SEWING MACHINE OPERATORS, NON-GARMENT.....	40	2.07	14.96	15.38
INDUSTRIAL PRODUCTION MANAGERS.....	30	1.55	12.16	46.15
PURCHASING AGENTS.....	20	1.04	0.00	30.77
DESIGNERS, EXCEPT INTERIOR.....	20	1.04	31.05	30.77
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....	20	1.04	19.54	30.77
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	20	1.04	33.67	30.77
ORDER CLERKS, MATERIALS, MERCHANDISE & SERVICE.....	20	1.04	0.00	30.77
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	20	1.04	6.93	42.31
JANITORS & CLEANERS.....	20	1.04	0.00	34.62
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH.....	20	1.04	12.50	23.08

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TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 39 MISCELLANEOUS MANUFACTURING INDUSTRIE
BENCHMARK EMPLOYMENT: 1,920 TOTAL NUMBER OF RESPONDENTS: 26
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
GENERAL MANAGERS & TOP EXECUTIVES	60	3.11	5.14	73.08
TRAFFIC, SHIPPING, & RECEIVING CLERKS	70	3.63	4.75	61.54
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	60	3.11	6.80	53.85
INDUSTRIAL PRODUCTION MANAGERS	30	1.55	12.16	46.15
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	20	1.04	6.93	42.31
JANITORS & CLEANERS	20	1.04	0.00	34.62
MAINTENANCE REPAIRERS, GENERAL UTILITY	40	2.07	31.27	34.62
FINANCIAL MANAGERS	10	0.52	0.00	30.77
PURCHASING AGENTS	20	1.04	0.00	30.77
DESIGNERS, EXCEPT INTERIOR	20	1.04	31.05	30.77
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL	20	1.04	19.54	30.77
SECRETARIES, EXCEPT LEGAL & MEDICAL	20	1.04	33.67	30.77
ORDER CLERKS, MATERIALS, MERCHANDISE & SERVICE	20	1.04	0.00	30.77

N.A. - not available or not calculated
Division total includes all occupations but only occupations passing confidentiality are shown

NONDURABLE GOODS MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
TOTAL ALL OCCUPATIONS		**31,074**	**100.00**
	10000		
MANAGERS AND ADMINISTRATORS	**19999**	**2,241**	**7.21**
Financial Managers	13002	143	0.46
Personnel, Training, and Labor Relations Managers	13005	95	0.31
Purchasing Managers	13008	60	0.19
Marketing, Advertising, and Public Relations Managers	13011	293	0.94
Administrative Service Managers	13014	21	0.07
Engineering, Mathematical and Natural Sciences Managers	13017	146	0.47
Industrial Production Managers	15014	450	1.45
General Managers and Top Executives	19005	805	2.59
All Other Managers and Administrators	19999	228	0.73
PROFESSIONAL, PARAPROFESSIONAL	**20000**		
AND TECHNICAL OCCUPATIONS	**39999**	**2,544**	**8.19**
Accountants and Auditors	21114	199	0.64
All Other Financial Specialists	21199	46	0.15
Purchasing Agents and Buyers, Except Farm Products	21308	107	0.34
Personnel, Training, and Labor Relations Specialists	21511	55	0.18
Cost Estimators	21902	85	0.27
All Other Management Support Workers	21999	68	0.22
Chemical Engineers	22114	52	0.17
Electrical and Electronic Engineers	22126	23	0.07
Computer Engineers	22127	20	0.06
Industrial Engineers, Except Safety	22128	103	0.33
Safety Engineers	22132	1	*
Mechanical Engineers	22135	153	0.49
All Other Engineers	22199	67	0.22
Electrical and Electronic Engineering Technicians and Technologists	22505	27	0.09
Industrial Engineering Technicians and Technologists	22508	53	0.17
Mechanical Engineering Technicians and Technologists	22511	40	0.13
Drafters	22514	32	0.10
All Other Engineering Technicians and Technologists	22599	59	0.19
Chemists	24105	70	0.23
All Other Physical Scientists	24199	4	0.01
Life Scientists	24300	8	0.03
Biological Scientists	24308	13	0.04
Chemical Technicians and Technologists, Except Health	24505	160	0.51
All Other Physical and Life Science Technicians and Technologists	24599	8	0.03
Systems Analysts, Electronic Data Processing	25102	54	0.17
Computer Programmers	25105	53	0.17
Computer Programmer Aides	25108	29	0.09
All Other Computer Scientists	25199	7	0.02
Librarians, Professional	31502	7	0.02
All Other Health Professionals, Paraprofessionals and Technical Workers	32000	15	0.05
Writers and Editors	34002	277	0.89

NONDURABLE GOODS MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Technical Writers	34005	78	0.25
Public Relations Specialists	34008	6	0.02
Reporters and Correspondents	34011	277	0.89
Photographers	34023	67	0.22
Artists and Related Workers	34035	143	0.46
Designers	34038	66	0.21
All Other Professional, Paraprofessional, and Technical	39999	12	0.04
SALES OCCUPATIONS	**40000 49999**	**1,301**	**4.19**
First Line Supervisors and Manager/Supervisors - Sales and Related Occupations	41002	140	0.45
Sales Agents, Advertising	43023	229	0.74
Sales Engineers	49002	25	0.08
Sales Representatives, Scientific and Related Products and Services	49005	63	0.20
Sales Representatives, Except Scientific and Related Products or Services and Retail	49008	629	2.02
Salespersons, Retail	49011	71	0.23
Cashiers	49023	21	0.07
News and Street Vendors, Telephone Solicitors, Door-to-Door Sales Workers and Other Related Workers	49026	42	0.14
All Other Sales and Related Workers	49999	81	0.26
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	**50000 59999**	**3,852**	**12.40**
First Line Supervisors and Manager/Supervisors - Clerical and Administrative Support Occupations	51002	223	0.72
Adjustment Clerks	53123	274	0.88
Advertising Clerks	53908	101	0.33
Proofreaders and Copy Makers	53911	70	0.23
Secretaries, Except Legal and Medical	55108	393	1.26
Receptionists and Information Clerks	55305	113	0.36
Typists, Including Word Processing	55307	70	0.23
Personnel Clerks	55314	31	0.10
File Clerks	55321	12	0.04
Order Clerks	55323	228	0.73
Procurement Clerks	55326	11	0.04
Statistical Clerks	55328	3	0.01
Bookkeeping, Accounting, and Auditing Clerks	55338	366	1.18
Payroll and Timekeeping Clerks	55341	97	0.31
Billing, Cost, and Rate Clerks	55344	89	0.29
General Office Clerks	55347	343	1.10
Billing, Posting, and Calculating Machine Operators	56002	26	0.08
Duplicating Machine Operators	56005	2	0.01
Mail Machine Operators	56008	51	0.16
Computer Operators	56011	34	0.10

NONDURABLE GOODS MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Data Entry Keyers, Except Composing	56017	51	0.16
Data Entry Keyers, Composing	56021	71	0.23
All Other Office Machine Operators	56099	4	0.01
Switchboard Operators	57102	63	0.20
Mail Clerks, Except Mail Machine Operators and Post Office	57302	24	0.08
Messengers	57311	10	0.03
Production, Planning, and Expediting Clerks	58008	244	0.79
Weighers, Measurers, Checkers, and Samplers - Recordkeeping	58017	38	0.12
Stock Clerks - Stockroom, Warehouse, or Storage Yard	58023	195	0.63
Traffic, Shipping, and Receiving Clerks	58028	468	1.51
All Other Material Recording, Scheduling, and Distributing Workers	58099	103	0.33
All Other Clerical and Administrative Support Workers	59999	44	0.14
SERVICE OCCUPATIONS	**60000 69999**	**418**	**1.34**
First Line Supervisors and Manager/Supervisors - Service	61000	39	0.13
Guards and Watch Guards	63047	50	0.16
Food Beverage Preparation and Service Occupations	65000	5	0.01
Janitors and Cleaners	67005	318	1.02
All Other Cleaning and Building Service Workers, Except Private Households	67099	4	0.01
All Other Service Workers	69999	2	0.01
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	**70000 79999**	**61**	**0.19**
First Line Supervisors and Manager/Supervisors - Agricultural, Forestry, Fishing, and Related Occupations	72002	11	0.04
Log Handling Equipment Operators	73008	18	0.06
Graders and Sorters, Agricultural Products	79011	6	0.01
All Other Agricultural, Forestry, Fishing, and Related Workers	79999	26	0.08
PRODUCTION, CONSTRUCTION, OPERATING MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	**80000 98999**	**20,657**	**66.48**
First Line Supervisors and Manager/Supervisors - Mechanics, Installers, and Repairers	81002	121	0.39
First Line Supervisors and Manager/Supervisors - Production and Operating Workers	81008	893	2.87
First Line Supervisors and Manager/Supervisors - Transportation, Material Moving Machine, and Vehicle Occupations	81011	25	0.08
First Line Supervisors and Manager/Supervisors - Helpers, Laborers, and Material Movers, Hand	81017	78	0.25
All Other First Line Supervisors and Manager/Supervisors	81099	29	0.09
Precision Inspectors, Testors, and Graders	83002	86	0.28
Production Inspectors, Testers, Graders, Sorters, Samplers, and Weighers	83005	538	1.73
Machinery Maintenance Mechanics	85110	179	0.58
Machinery Maintenance Mechanics - Textile Machines	85112	94	0.30

NONDURABLE GOODS MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Machinery Maintenance Mechanics - Sewing Machines	85113	20	0.06
Machinery Maintenance Mechanics - Water or Power Generation Plant	85118	9	0.03
All Other Machinery Maintenance Mechanics	85119	204	0.66
Millwrights	85123	138	0.44
Machinery Maintenance Workers	85128	110	0.35
Maintenance Repairers, General Utility	85132	486	1.56
Automotive Mechanics	85302	17	0.05
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	8	0.03
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	12	0.04
Precision Instrument Repairers	85905	43	0.14
Menders	85956	31	0.10
All Other Mechanics, Installers, and Repairers	85999	73	0.23
Carpenters	87102	27	0.09
Electricians	87202	130	0.42
Painters and Paperhangers	87402	11	0.04
Plumbers and Pipefitters	87502	74	0.24
All Other Construction and Extractive Workers, Except Helpers	87999	6	0.02
Tool and Die Makers	89102	76	0.24
Machinists	89108	118	0.38
Tool Grinders, Filers, Sharpeners, and Other Precision Grinders	89111	12	0.04
All Other Precision Metal Workers	89199	31	0.10
Fabric and Apparel Pattern - Makers and Layout Workers	89502	35	0.11
Custom Tailors and Sewers	89505	10	0.03
Shoe and Leather Workers and Repairers - Precision	89511	133	0.43
Precision Dyers	89521	10	0.03
Precision Compositors, Typesetters, and Arrangers	89702	24	0.08
Job Printers	89705	37	0.12
Paste-Up Workers	89706	192	0.62
Electronic Pagination System Operators	89707	83	0.27
Photoengravers	89712	49	0.16
Camera Operators	89713	94	0.30
Scanner Operators	89715	37	0.12
Strippers	89717	128	0.41
Platemakers	89718	54	0.17
All Other Lithography and Photoengraving Workers	89719	12	0.04
Bookbinders	89721	1	*
All Other Precision Printing Workers	89799	5	0.02
Slaughterers and Butchers	89802	7	0.02
Bakers, Manufacturing	89805	30	0.10
Food Batchmakers	89808	28	0.09
Precision Pattern Makers, Model Makers, Layout Workers and Cutters	89908	4	0.01
Precision Detail Design Decorators and Painters	89911	9	0.03
All Other Precision Workers	89999	25	0.08
Punching Machine Setters and Set-Up Operators, Metal and Plastic	91302	74	0.24
Press and Press Brake Machine Setters and Set-up Operators, Metal and Plastic	91305	58	0.19

NONDURABLE GOODS MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Shear Machine Setters and Set-up Operators, Metal and Plastic	91308	16	0.05
Extruding and Drawing Machine Setters and Set-up Operators	91311	8	0.03
Rolling Machine Setters and Set-up Operators, Metal and Plastic	91314	58	0.19
Machine Forming Operators and Tenders, Metal and Plastic	91321	527	1.70
Numerical Control Machine Tool Operators and Tenders	91502	17	0.05
Plastic Molding and Casting Machine Setters and Set-up Operators	91902	373	1.20
Plastic Molding and Casting Machine Operators and Tenders	91905	376	1.21
All Other Metal and Plastic Machine Setters and Set-up Operators	92197	40	0.13
All Other Metal and Plastic Machine Operators and Tenders	92198	85	0.27
Printing Press Machine Setters and Set-up Operators	92510	42	0.14
Offset Lithographic Press Setters and Set-up Operators	92512	324	1.04
Letterpress Setters and Set-up Operators	92515	33	0.11
All Other Printing Press Setters and Set-up Operators	92519	58	0.19
Specialty Materials, Printing Machine Setters and Set-up Operators	92522	24	0.08
Screen Printing Machine Setters and Set-up Operators	92524	89	0.29
Bindery Machine Setters and Set-up Operators	92525	179	0.58
All Other Printing Related Setters and Set-up Operators	92529	10	0.03
Typesetting and Composing Machine Operators and Tenders	92541	280	0.90
Printing Press Machine Operators and Tenders	92543	385	1.24
Photoengraving and Lithographing Machine Operators and Tenders	92545	9	0.03
Bindery Machine Operators and Tenders	92546	145	0.47
All Other Printing, Binding, and Related Machine Operators and Tenders	92549	46	0.15
Textile Machine Setters and Set-up Operators	92702	254	0.82
Textile Machine Operators and Tenders, Winding, Twisting, Knitting, Weaving, and Cutting	92705	726	2.33
Extruding and Forming Machine Operators and Tenders, Synthetic or Glass Fibers	92708	11	0.04
Textile Draw-Out Machine Operators and Tenders	92711	114	0.37
Textile Bleaching and Dyeing Machine Operators and Tenders	92714	134	0.43
Sewing Machine Operators, Garment	92717	709	2.28
Sewing Machine Operators, Non-Garment	92721	91	0.29
Shoe Sewing Machine Operators and Tenders	92723	367	1.18
Laundry and Dry Cleaning Machine Operators and Tenders	92726	7	0.02
Pressing Machine Operators and Tenders	92728	59	0.19
Paper Goods Machine Setters and Set-up Operators	92914	269	0.87
Cooking Machine Operators and Tenders, Food	92917	12	0.04
Roasting, Baking and Drying Machine Operators and Tenders	92921	2	0.01
Furnace, Kiln, Oven, Drier, or Kettle Operators and Tenders	92923	63	0.20
Boiler Operators and Tenders	92926	74	0.24
Cooling and Freezing Equipment Operators and Tenders	92928	60	0.19
Dairy Processing Equipment Operators, Including Setters	92932	38	0.12
Chemical Equipment Controllers and Operators	92935	117	0.38
Chemical Equipment Tenders	92938	23	0.07
Cutting and Slicing Machine Setters and Set-up Operators	92941	298	0.96
Cutting and Slicing Machine Operators and Tenders	92944	373	1.20
Coating, Painting, and Spraying Machine Setters and Set-up Operators	92951	79	0.25

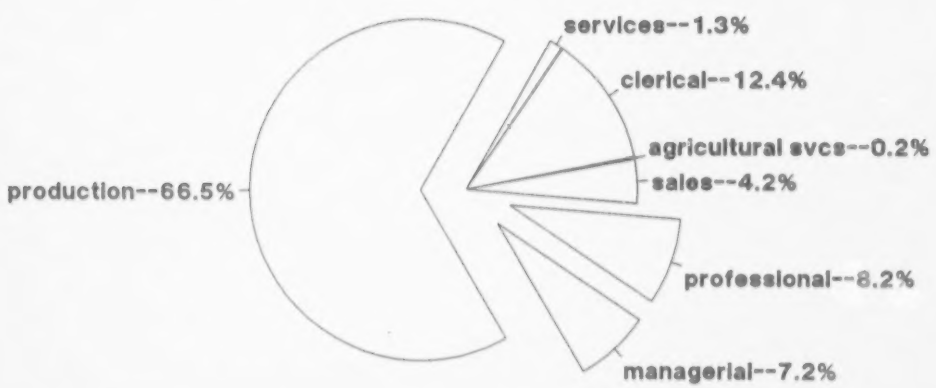
NONDURABLE GOODS MANUFACTURING STAFFING PATTERNS IN NEW HAMPSHIRE

Occupational Title	OES Code	Second Quarter 1992 Estimated Employment	Percent of Total
Coating, Painting, and Spraying Machine Operators and Tenders	92953	89	0.29
Cementing and Gluing Machine Operators and Tenders	92956	96	0.31
Cleaning, Washing, and Pickling Equipment Operators and Tenders	92958	121	0.39
Separating, Filtering, Clarifying Precipitating, and Still Machine Operators and Tenders	92962	11	0.04
Crushing, Grinding, Mixing, and Blending Machine Operators and Tenders	92965	201	0.65
Extruding, Forming, Pressing, and Compacting Machine Setters and Set-up Operators	92968	442	1.42
Extruding, Forming, Pressing, and Compacting Machine Operators and Tenders	92971	442	1.42
Packaging and Filling Machine Operators and Tenders	92974	759	2.44
All Other Machine Setters and Set-up Operators	92997	117	0.38
All Other Machine Operators and Tenders	92998	399	1.28
Welders and Cutters	93914	47	0.15
Pressers, Hand	93921	18	0.06
Sewers, Hand	93923	91	0.29
Cutters and Trimmers, Hand	93926	466	1.50
Portable Machine Cutters	93928	17	0.05
Meat, Poultry, and Fish Cutters and Trimmers, Hand	93938	125	0.40
Molders and Casters, Hand	93944	2	0.01
Painting, Coating and Decorating Workers, Hand	93947	81	0.26
Assemblers and Fabricators, Except Machine, Electrical, Electronic, and Precision	93956	660	2.12
All Other Hand Workers	93999	74	0.24
Water and Liquid Waste Treatment Plant and System Operators	95002	18	0.06
Chemical Plant and System Operators	95008	8	0.03
Power Distributors and Dispatchers	95028	19	0.06
Stationary Engineers	95032	31	0.10
All Other Plant and System Operators	95099	17	0.05
Truck Drivers, Heavy or Tractor Trailer	97102	190	0.61
Truck Drivers, Light - Including Delivery and Route Workers	97105	103	0.33
Driver/Sales Workers	97117	83	0.27
All Other Transportation and Related Workers	97899	6	0.02
Tank car and Truck Loaders	97905	3	0.01
Industrial Truck and Tractor Operators	97947	297	0.96
Conveyor Operators and Tenders	97951	31	0.10
All Other Material Moving Equipment Operators	97989	43	0.14
Mechanic and Repairer Helpers	98102	39	0.13
Machine Feeders and Offbearers	98502	583	1.88
Freight, Stock, and Material Movers, Hand	98700	419	1.35
Hand Packers and Packagers	98902	1,042	3.35
Vehicle Washers and Equipment Cleaners	98905	1	*
All Other Helpers, Laborers, and Material Movers, Hand	98999	1,644	5.29

THE TWENTY NEW HAMPSHIRE NONDURABLE GOODS MANUFACTURING OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS

Occupational Title	April-June Estimated Employment	Percent of Total
Hand Packers and Packagers	1,042	3.4
First Line Supervisors and Manager/Supervisors - Production and Operating Workers	893	2.9
General Managers and Top Executives	805	2.6
Packaging and Filling Machine Operators and Tenders	759	2.4
Textile Machine Operators and Tenders - Winding, Twisting, Knitting, Weaving, and Cutting	726	2.3
Sewing Machine Operators, Garment	709	2.3
Assemblers and Fabricators - Except Machine, Electrical, Electronic, and Precision	660	2.1
Sales Representatives, Except Scientific and Related Products or Services and Retail	629	2.0
Machine Feeders and Offbearers	583	1.9
Production Inspectors, Testers, Sorters Samplers, and Weighers	538	1.7
Machine Forming Operators and Tenders, Metal and Plastic	527	1.7
Maintenance Repairers, General Utility	486	1.6
Traffic, Shipping, and Receiving Clerks	468	1.5
Cutters and Trimmers, Hand	466	1.5
Industrial Production Managers	450	1.5
Extruding, Forming, Pressing, and Compacting Machine Operators and Tenders	442	1.4
Extruding, Forming, Pressing and Compacting Machine Setters and Set-up Operators	442	1.4
Freight, Stock, and Material Movers, Hand	419	1.4
Secretaries, Except Legal and Medical	393	1.3
Plastic Molding and Casting Machine Operators and Tenders	376	1.2

Distribution of Occupational Groups in Nondurable Goods Manufacturing Industries



NEW HAMPSHIRE
SIC 20 FOOD AND KINDRED PRODUCTS
BENCHMARK EMPLOYMENT: 2,580 TOTAL NUMBER OF RESPONDENTS: 28
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	2,610	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	210	8.05	N.A.	N.A.
FINANCIAL MANAGERS	10	0.38	0.00	21.43
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS	10	0.38	0.00	21.43
PURCHASING MANAGERS	10	0.38	0.00	14.29
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	30	1.15	0.00	21.43
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS	20	0.77	0.00	14.29
INDUSTRIAL PRODUCTION MANAGERS	60	2.30	0.00	46.43
GENERAL MANAGERS & TOP EXECUTIVES	60	2.30	0.00	57.14
ALL OTHER MANAGERS & ADMINISTRATORS	10	0.38	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	150	5.75	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	10	0.38	N.A.	N.A.
ACCOUNTANTS & AUDITORS	10	0.38	0.00	25.00
ALL OTHER MANAGEMENT SUPPORT	30	1.15	N.A.	N.A.
ENGINEERS	30	1.15	N.A.	N.A.
INDUSTRIAL ENGINEERS, EXCEPT SAFETY	10	0.38	0.00	7.14
MECHANICAL ENGINEERS	10	0.38	0.00	7.14
ALL OTHER ENGINEERS	10	0.38	N.A.	N.A.
PHYSICAL & LIFE SCIENCE TECHNICIANS & TECHNOLOGISTS	50	1.92	N.A.	N.A.
OTHER PHYSICAL & LIFE SCIENCE TECHNICIANS & TECHNOLOGISTS	50	1.92	N.A.	N.A.
ALL OTHER NATURAL SCIENTISTS & RELATED WORKERS	10	0.38	N.A.	N.A.
COMPUTER SCIENTISTS & RELATED	10	0.38	N.A.	N.A.

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OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
SYSTEMS ANALYSTS	10	0.38	0.00	10.71
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS	10	0.38	N.A.	N.A.
SALES & RELATED OCCUPATIONS	110	4.21	N.A.	N.A.
FIRST LINE SUPERVISORS, SALES & RELATED	10	0.38	0.00	25.00
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL	70	2.68	0.00	39.29
SALESPERSONS, RETAIL	10	0.38	0.00	10.71
CASHIERS	10	0.38	12.50	10.71
ALL OTHER SALES & RELATED	10	0.38	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT	260	9.96	N.A.	N.A.
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE	10	0.38	0.00	17.86
ADJUSTMENT CLERKS	20	0.77	0.00	14.29
SECRETARIES, EXCEPT LEGAL & MEDICAL	30	1.15	0.00	35.71
RECEPTIONISTS & INFORMATION CLERKS	10	0.38	0.00	7.14
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	30	1.15	5.97	39.29
GENERAL OFFICE CLERKS	30	1.15	0.00	32.14
OFFICE MACHINE OPERATORS, DATA PROCESSORS	20	0.77	N.A.	N.A.
OTHER OFFICE MACHINE OPERATORS	20	0.77	N.A.	N.A.
SWITCHBOARD OPERATORS	10	0.38	0.00	17.86
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING	70	2.68	N.A.	N.A.
PRODUCTION, PLANNING & EXPEDITING CLERKS	20	0.77	0.00	14.29
WEIGHERS, MEASURERS, CHECKERS & SAMPLERS, RECORDKEEPING	20	0.77	0.00	7.14
TRAFFIC, SHIPPING, & RECEIVING CLERKS	30	1.15	0.00	14.29

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OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....	30	1.15	N.A.	N.A.
SERVICE OCCUPATIONS.....	50	1.92	N.A.	N.A.
JANITORS & CLEANERS.....	40	1.53	0.00	25.00
ALL OTHER SERVICE WORKERS.....	10	0.38	N.A.	N.A.
AGRICULTURAL, FORESTRY, FISHING & RELATED.....	10	0.38	N.A.	N.A.
ALL OTHER AGRICULTURAL, FORESTRY & FISHING WORKERS.....	10	0.38	N.A.	N.A.
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....	1,820	69.73	N.A.	N.A.
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...	130	4.98	N.A.	N.A.
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS	40	1.53	0.00	17.86
FIRST LINE SUPERVISORS, TRANSPORT/MOVING MACHINES.....	10	0.38	0.00	10.71
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN....	80	3.07	N.A.	N.A.
INSPECTORS & RELATED.....	10	0.38	N.A.	N.A.
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH..	10	0.38	0.00	7.14
MECHANICS, INSTALLERS & REPAIRERS.....	160	6.13	N.A.	N.A.
MACHINERY MAINTENANCE WORKERS.....	20	0.77	0.00	7.14
BUS & TRUCK MECHANICS & DIESEL ENGINE SPECIALISTS.....	10	0.38	0.00	10.71
HEATING/AIR CONDITIONING/ REFRIGERATION MECHANICS.....	10	0.38	0.00	7.14
OTHER MECHANICS, INSTALLERS & REPAIRERS.....	120	4.60	N.A.	N.A.
PRECISION FOOD WORKERS.....	70	2.68	N.A.	N.A.
OTHER PRECISION FOOD & TOBACCO WORKERS.....	70	2.68	N.A.	N.A.

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OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....	810	31.03	N.A.	N.A.
COOKING MACHINE OPERATORS, FOOD & TOBACCO.....	10	0.38	0.00	10.71
COOLING & FREEZING EQUIPMENT OPERATORS.....	60	2.30	2.89	17.86
DAIRY PROCESSING EQUIPMENT OPERATORS, INCLUDING SETTERS..	40	1.53	0.00	3.57
CUTTING & SLICING MACHINE SETTERS.....	20	0.77	0.00	10.71
CUTTING & SLICING MACHINE OPERATORS.....	80	3.07	0.00	10.71
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC.....	600	22.99	N.A.	N.A.
OTHER HAND WORKERS, NEC.....	120	4.60	N.A.	N.A.
MEAT, POULTRY & FISH CUTTERS & TRIMMERS, HAND.....	120	4.60	12.47	14.29
PLANT & SYSTEM WORKERS.....	20	0.77	N.A.	N.A.
OTHER PLANT & SYSTEM OPERATORS.....	20	0.77	N.A.	N.A.
MOTOR VEHICLE OPERATORS.....	130	4.98	N.A.	N.A.
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....	60	2.30	0.00	28.57
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....	10	0.38	9.09	14.29
DRIVER/SALES WORKERS.....	60	2.30	1.56	25.00
MATERIAL MOVING EQUIPMENT OPERATORS.....	20	0.77	N.A.	N.A.
INDUSTRIAL TRUCK & TRACTOR OPERATORS.....	20	0.77	0.00	17.86
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	340	13.03	N.A.	N.A.
MACHINE FEEDERS & OFFBEARERS.....	30	1.15	0.00	17.86
FREIGHT, STOCK & MATERIAL MOVERS, HAND.....	40	1.53	N.A.	N.A.
HAND PACKERS & PACKAGERS.....	180	6.90	0.56	35.71

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NEW HAMPSHIRE
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OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	90	3.45	N.A.	N.A.
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING...	10	0.38	N.A.	N.A.

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TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 20 FOOD AND KINDRED PRODUCTS
BENCHMARK EMPLOYMENT: 2,580 TOTAL NUMBER OF RESPONDENTS: 28
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
HAND PACKERS & PACKAGERS.....	180	6.90	0.56	35.71
MEAT, POULTRY & FISH CUTTERS & TRIMMERS, HAND.....	120	4.60	12.47	14.29
CUTTING & SLICING MACHINE OPERATORS.....	80	3.07	0.00	10.71
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....	70	2.68	0.00	39.29
INDUSTRIAL PRODUCTION MANAGERS.....	60	2.30	0.00	46.43
GENERAL MANAGERS & TOP EXECUTIVES.....	60	2.30	0.00	57.14
COOLING & FREEZING EQUIPMENT OPERATORS.....	60	2.30	2.89	17.86
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....	60	2.30	0.00	28.57
DRIVER/SALES WORKERS.....	60	2.30	1.56	25.00
JANITORS & CLEANERS.....	40	1.53	0.00	25.00
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS....	40	1.53	0.00	17.86
DAIRY PROCESSING EQUIPMENT OPERATORS, INCLUDING SETTERS.....	40	1.53	0.00	3.57

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TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 20 FOOD AND KINDRED PRODUCTS
BENCHMARK EMPLOYMENT: 2,580 TOTAL NUMBER OF RESPONDENTS: 28
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
GENERAL MANAGERS & TOP EXECUTIVES	60	2.30	0.00	57.14
INDUSTRIAL PRODUCTION MANAGERS	60	2.30	0.00	46.43
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL	70	2.68	0.00	39.29
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	30	1.15	5.97	39.29
SECRETARIES, EXCEPT LEGAL & MEDICAL	30	1.15	0.00	35.71
HAND PACKERS & PACKAGERS	180	6.90	0.56	35.71
GENERAL OFFICE CLERKS	30	1.15	0.00	32.14
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER	60	2.30	0.00	28.57
ACCOUNTANTS & AUDITORS	10	0.38	0.00	25.00
FIRST LINE SUPERVISORS, SALES & RELATED	10	0.38	0.00	25.00
JANITORS & CLEANERS	40	1.53	0.00	25.00
DRIVER/SALES WORKERS	60	2.30	1.56	25.00

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 22 TEXTILE MILL PRODUCTS
BENCHMARK EMPLOYMENT: 3,290 TOTAL NUMBER OF RESPONDENTS: 29
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	3,350	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	210	6.27	N.A.	N.A.
FINANCIAL MANAGERS	20	0.60	0.00	24.14
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS	10	0.30	0.00	31.03
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS	10	0.30	0.00	17.24
OTHER ADMINISTRATIVE MANAGERS	20	0.60	N.A.	N.A.
INDUSTRIAL PRODUCTION MANAGERS	70	2.09	5.80	58.62
GENERAL MANAGERS & TOP EXECUTIVES	60	1.79	5.26	82.76
ALL OTHER MANAGERS & ADMINISTRATORS	20	0.60	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	170	5.07	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	30	0.90	N.A.	N.A.
ACCOUNTANTS & AUDITORS	20	0.60	5.26	24.14
OTHER FINANCIAL SPECIALISTS	10	0.30	N.A.	N.A.
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS	10	0.30	0.00	13.79
ALL OTHER MANAGEMENT SUPPORT	20	0.60	N.A.	N.A.
ENGINEERS	40	1.19	N.A.	N.A.
INDUSTRIAL ENGINEERS, EXCEPT SAFETY	20	0.60	0.00	17.24
ALL OTHER ENGINEERS	20	0.60	N.A.	N.A.
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS	20	0.60	N.A.	N.A.
INDUSTRIAL TECHNICIANS & TECHNOLOGISTS	10	0.30	0.00	13.79
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS	10	0.30	N.A.	N.A.
PHYSICAL & LIFE SCIENCE TECHNICIANS & TECHNOLOGISTS	10	0.30	N.A.	N.A.

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 22 TEXTILE MILL PRODUCTS
BENCHMARK EMPLOYMENT: 3,290 TOTAL NUMBER OF RESPONDENTS: 29
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
OTHER PHYSICAL & LIFE SCIENCE TECHNICIANS & TECHNOLOGISTS...	10	0.30	N.A.	N.A.
COMPUTER SCIENTISTS & RELATED...	20	0.60	N.A.	N.A.
SYSTEMS ANALYSTS.....	10	0.30	0.00	10.34
COMPUTER PROGRAMMERS.....	10	0.30	0.00	13.79
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS....	20	0.60	N.A.	N.A.
SALES & RELATED OCCUPATIONS.....	40	1.19	N.A.	N.A.
SALESPERSONS, SCIENTIFIC PRODUCTS & SERVICES.....	20	0.60	0.00	6.90
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....	10	0.30	0.00	17.24
ALL OTHER SALES & RELATED.....	10	0.30	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT.....	300	8.96	N.A.	N.A.
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....	40	1.19	0.00	20.69
ADJUSTMENT CLERKS.....	20	0.60	0.00	17.24
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	50	1.49	6.73	51.72
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	20	0.60	4.00	34.48
PAYROLL & TIMEKEEPING CLERKS....	10	0.30	0.00	17.24
BILLING, COST & RATE CLERKS.....	10	0.30	21.65	13.79
GENERAL OFFICE CLERKS.....	20	0.60	9.12	34.48
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....	10	0.30	N.A.	N.A.
OTHER OFFICE MACHINE OPERATORS.....	10	0.30	N.A.	N.A.
SWITCHBOARD OPERATORS.....	10	0.30	0.00	20.69
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....	90	2.69	N.A.	N.A.
PRODUCTION, PLANNING & EXPEDITING CLERKS.....	40	1.19	0.00	37.93
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....	10	0.30	0.00	17.24

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NEW HAMPSHIRE
SIC 22 TEXTILE MILL PRODUCTS
BENCHMARK EMPLOYMENT: 3,290 TOTAL NUMBER OF RESPONDENTS: 29
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TRAFFIC, SHIPPING, & RECEIVING CLERKS	40	1.19	7.69	48.28
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT	20	0.60	N.A.	N.A.
SERVICE OCCUPATIONS	30	0.90	N.A.	N.A.
GUARDS & WATCH GUARDS	10	0.30	0.00	10.34
JANITORS & CLEANERS	20	0.60	9.12	27.59
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING	2,600	77.61	N.A.	N.A.
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED	180	5.37	N.A.	N.A.
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS	20	0.60	0.00	24.14
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	140	4.18	3.48	58.62
FIRST LINE SUPERVISORS, HELPERS/LABORERS/MOVERS-HAND	10	0.30	0.00	13.79
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN	10	0.30	N.A.	N.A.
INSPECTORS & RELATED	110	3.28	N.A.	N.A.
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH	100	2.99	1.65	34.48
OTHER INSPECTORS, TESTERS & RELATED WORKERS	10	0.30	N.A.	N.A.
MECHANICS, INSTALLERS & REPAIRERS	280	8.36	N.A.	N.A.
MACHINERY MAINTENANCE MECHANICS, TEXTILE MACHINES	90	2.69	5.79	62.07
OTHER MACHINERY MAINTENANCE MECHANICS	70	2.09	N.A.	N.A.
MILLWRIGHTS	10	0.30	0.00	13.79
MAINTENANCE REPAIRERS, GENERAL UTILITY	80	2.39	5.29	44.83
MENDERS, GARMENTS, LINENS & RELATED	30	0.90	0.00	6.90

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NEW HAMPSHIRE
SIC 22 TEXTILE MILL PRODUCTS
BENCHMARK EMPLOYMENT: 3,290 TOTAL NUMBER OF RESPONDENTS: 29
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....	20	0.60	N.A.	N.A.
ELECTRICIANS.....	20	0.60	0.00	20.69
PRECISION METAL WORKERS.....	10	0.30	N.A.	N.A.
MACHINISTS.....	10	0.30	0.00	13.79
PRECISION TEXTILE, APPAREL & FURNISHINGS WORKERS.....	20	0.60	N.A.	N.A.
CUSTOM TAILORS & SEWERS.....	10	0.30	0.00	3.45
OTHER PRECISION TEXTILE, APPAREL & FURNISHINGS WORKERS.	10	0.30	N.A.	N.A.
PRECISION WORKERS, NEC.....	10	0.30	N.A.	N.A.
OTHER PRECISION WORKERS, NEC..	10	0.30	N.A.	N.A.
OTHER METAL/PLASTIC MACHINE SETTERS & OPERATORS.....	30	0.90	N.A.	N.A.
ALL OTHER MACHINE SETTERS, METAL/PLASTIC.....	10	0.30	N.A.	N.A.
ALL OTHER MACHINE OPERATORS, METAL/PLASTIC.....	20	0.60	N.A.	N.A.
TEXTILE & RELATED SETTERS & OPERATORS.....	1,360	40.60	N.A.	N.A.
TEXTILE MACHINE SETTERS.....	240	7.16	4.80	72.41
TEXTILE MACHINE OPERATORS, WIND/TWIST/KNIT/WEAVE/CUT.....	760	22.69	3.63	75.86
EXTRUDING/FORMING MACHINE OPERATORS, SYNTHETIC/GLASS....	10	0.30	0.00	6.90
TEXTILE DRAW-OUT MACHINE OPERATORS.....	110	3.28	35.33	20.69
TEXTILE BLEACHING & DYEING MACHINE OPERATORS.....	140	4.18	1.28	34.48
SEWING MACHINE OPERATORS, GARMENT.....	50	1.49	0.00	6.90
SEWING MACHINE OPERATORS, NON-GARMENT.....	30	0.90	3.85	10.34
LAUNDRY & DRYCLEANING OPERATORS, EXCEPT PRESSING....	10	0.30	0.00	6.90
PRESSING MACHINE OPERATORS, TEXTILE & GARMENT.....	10	0.30	0.00	3.45

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NEW HAMPSHIRE
SIC 22 TEXTILE MILL PRODUCTS
BENCHMARK EMPLOYMENT: 3,290 TOTAL NUMBER OF RESPONDENTS: 29
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....	130	3.88	N.A.	N.A.
BOILER OPERATORS, LOW PRESSURE.....	10	0.30	0.00	10.34
COATING, PAINTING & SPRAYING MACHINE OPERATORS.....	40	1.19	27.84	13.79
CRUSHING/GRINDING/MIXING/ BLENDING MACHINE OPERATORS....	10	0.30	0.00	6.90
OTHER MACHINE SETTERS, EXCEPT METAL/PLASTIC.....	50	1.49	N.A.	N.A.
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC.....	20	0.60	N.A.	N.A.
OTHER HAND WORKERS, NEC.....	50	1.49	N.A.	N.A.
CUTTERS & TRIMMERS, HAND.....	10	0.30	0.00	6.90
OTHER HAND WORKERS, NEC.....	40	1.19	N.A.	N.A.
MOTOR VEHICLE OPERATORS.....	10	0.30	N.A.	N.A.
OTHER MOTOR VEHICLE OPERATORS.....	10	0.30	N.A.	N.A.
MATERIAL MOVING EQUIPMENT OPERATORS.....	20	0.60	N.A.	N.A.
INDUSTRIAL TRUCK & TRACTOR OPERATORS.....	20	0.60	4.76	10.34
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	360	10.75	N.A.	N.A.
MACHINE FEEDERS & OFFBEARERS.....	170	5.07	2.69	27.59
FREIGHT, STOCK & MATERIAL MOVERS, HAND.....	80	2.39	N.A.	N.A.
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	110	3.28	N.A.	N.A.
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING...	10	0.30	N.A.	N.A.

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TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 22 TEXTILE MILL PRODUCTS
BENCHMARK EMPLOYMENT: 3,290 TOTAL NUMBER OF RESPONDENTS: 29
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TEXTILE MACHINE OPERATORS, WIND/TWIST/KNIT/WEAVE/CUT.....	760	22.69	3.63	75.86
TEXTILE MACHINE SETTERS.....	240	7.16	4.80	72.41
MACHINE FEEDERS & OFFBEARERS.....	170	5.07	2.69	27.59
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	140	4.18	3.48	58.62
TEXTILE BLEACHING & DYEING MACHINE OPERATORS.....	140	4.18	1.28	34.48
TEXTILE DRAW-OUT MACHINE OPERATORS.....	110	3.28	35.33	20.69
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH.....	100	2.99	1.65	34.48
MACHINERY MAINTENANCE MECHANICS, TEXTILE MACHINES.....	90	2.69	5.79	62.07
MAINTENANCE REPAIRERS, GENERAL UTILITY.....	80	2.39	5.29	44.83
INDUSTRIAL PRODUCTION MANAGERS.....	70	2.09	5.80	58.62

N.A. - not available or not calculated
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TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 22 TEXTILE MILL PRODUCTS
BENCHMARK EMPLOYMENT: 3,290 TOTAL NUMBER OF RESPONDENTS: 29
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
GENERAL MANAGERS & TOP EXECUTIVES	60	1.79	5.26	82.76
TEXTILE MACHINE OPERATORS, WIND/TWIST/KNIT/WEAVE/CUT	760	22.69	3.63	75.86
TEXTILE MACHINE SETTERS	240	7.16	4.80	72.41
MACHINERY MAINTENANCE MECHANICS, TEXTILE MACHINES	90	2.69	5.79	62.07
INDUSTRIAL PRODUCTION MANAGERS	70	2.09	5.80	58.62
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	140	4.18	3.48	58.62
SECRETARIES, EXCEPT LEGAL & MEDICAL	50	1.49	6.73	51.72
TRAFFIC, SHIPPING, & RECEIVING CLERKS	40	1.19	7.69	48.28
MAINTENANCE REPAIRERS, GENERAL UTILITY	80	2.39	5.29	44.83
PRODUCTION, PLANNING & EXPEDITING CLERKS	40	1.19	0.00	37.93

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 23 APPAREL AND OTHER TEXTILE PRODUCTS
BENCHMARK EMPLOYMENT: 1,740 TOTAL NUMBER OF RESPONDENTS: 25
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	1,770	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	150	8.47	N.A.	N.A.
OTHER ADMINISTRATIVE MANAGERS	20	1.13	N.A.	N.A.
INDUSTRIAL PRODUCTION MANAGERS	40	2.26	4.81	36.00
GENERAL MANAGERS & TOP EXECUTIVES	70	3.95	13.01	76.00
ALL OTHER MANAGERS & ADMINISTRATORS	20	1.13	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	100	5.65	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	10	0.56	N.A.	N.A.
OTHER FINANCIAL SPECIALISTS	10	0.56	N.A.	N.A.
ALL OTHER MANAGEMENT SUPPORT	10	0.56	N.A.	N.A.
ENGINEERS	10	0.56	N.A.	N.A.
ALL OTHER ENGINEERS	10	0.56	N.A.	N.A.
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS	10	0.56	N.A.	N.A.
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS	10	0.56	N.A.	N.A.
COMPUTER SCIENTISTS & RELATED	10	0.56	N.A.	N.A.
OTHER COMPUTER SCIENTISTS & RELATED	10	0.56	N.A.	N.A.
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS	50	2.82	N.A.	N.A.
SALES & RELATED OCCUPATIONS	50	2.82	N.A.	N.A.
SALESPERSONS, RETAIL	30	1.69	18.52	24.00
ALL OTHER SALES & RELATED	20	1.13	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT	230	12.99	N.A.	N.A.
OTHER BANKING, SECURITY, FINANCE & CREDIT WORKERS	10	0.56	N.A.	N.A.

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NEW HAMPSHIRE
SIC 23 APPAREL AND OTHER TEXTILE PRODUCTS
BENCHMARK EMPLOYMENT: 1,740 TOTAL NUMBER OF RESPONDENTS: 25
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
SECRETARIES, EXCEPT LEGAL & MEDICAL	20	1.13	36.43	28.00
ORDER CLERKS, MATERIALS, MERCHANDISE & SERVICE	10	0.56	0.00	20.00
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	10	0.56	22.27	32.00
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING	100	5.65	N.A.	N.A.
TRAFFIC, SHIPPING, & RECEIVING CLERKS	30	1.69	0.00	56.00
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING	70	3.95	N.A.	N.A.
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT	80	4.52	N.A.	N.A.
SERVICE OCCUPATIONS	10	0.56	N.A.	N.A.
JANITORS & CLEANERS	10	0.56	0.00	24.00
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING	1,230	69.49	N.A.	N.A.
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED	50	2.82	N.A.	N.A.
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	50	2.82	10.62	52.00
INSPECTORS & RELATED	40	2.26	N.A.	N.A.
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH	40	2.26	0.00	36.00
MECHANICS, INSTALLERS & REPAIRERS	30	1.69	N.A.	N.A.
MACHINERY MAINTENANCE MECHANICS, SEWING MACHINES	10	0.56	0.00	28.00
OTHER MECHANICS, INSTALLERS & REPAIRERS	20	1.13	N.A.	N.A.
PRECISION TEXTILE, APPAREL & FURNISHINGS WORKERS	30	1.69	N.A.	N.A.
FABRIC/APPAREL PATTERNMAKERS & LAYOUT WORKERS	30	1.69	11.55	32.00

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NEW HAMPSHIRE
SIC 23 APPAREL AND OTHER TEXTILE PRODUCTS
BENCHMARK EMPLOYMENT: 1,740 TOTAL NUMBER OF RESPONDENTS: 25
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TEXTILE & RELATED SETTERS & OPERATORS	710	40.11	N.A.	N.A.
SEWING MACHINE OPERATORS, GARMENT	610	34.46	1.60	72.00
SEWING MACHINE OPERATORS, NON-GARMENT	50	2.82	12.68	16.00
PRESSING MACHINE OPERATORS, TEXTILE & GARMENT	50	2.82	0.00	16.00
OTHER TEXTILE & RELATED SETTERS & OPERATORS	20	1.13	N.A.	N.A.
OTHER MACHINE SETTERS, OPERATORS & TENDERS	130	7.34	N.A.	N.A.
OTHER MACHINE SETTERS, EXCEPT METAL/PLASTIC	70	3.95	N.A.	N.A.
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC	60	3.39	N.A.	N.A.
OTHER HAND WORKERS, NEC	100	5.65	N.A.	N.A.
CUTTERS & TRIMMERS, HAND	30	1.69	0.00	20.00
OTHER HAND WORKERS, NEC	70	3.95	N.A.	N.A.
MOTOR VEHICLE OPERATORS	10	0.56	N.A.	N.A.
OTHER MOTOR VEHICLE OPERATORS	10	0.56	N.A.	N.A.
MATERIAL MOVING EQUIPMENT OPERATORS	10	0.56	N.A.	N.A.
OTHER MATERIAL MOVING EQUIPMENT OPERATORS	10	0.56	N.A.	N.A.
HELPERS, LABORERS & MATERIAL MOVERS, HAND	100	5.65	N.A.	N.A.
MACHINE FEEDERS & OFFBEARERS	40	2.26	0.00	16.00
HAND PACKERS & PACKAGERS	20	1.13	0.00	12.00
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND	40	2.26	N.A.	N.A.

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TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 23 APPAREL AND OTHER TEXTILE PRODUCTS
BENCHMARK EMPLOYMENT: 1,740 TOTAL NUMBER OF RESPONDENTS: 25
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
SEWING MACHINE OPERATORS, GARMENT	610	34.46	1.60	72.00
GENERAL MANAGERS & TOP EXECUTIVES	70	3.95	13.01	76.00
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	50	2.82	10.62	52.00
SEWING MACHINE OPERATORS, NON-GARMENT	50	2.82	12.68	16.00
PRESSING MACHINE OPERATORS, TEXTILE & GARMENT	50	2.82	0.00	16.00
INDUSTRIAL PRODUCTION MANAGERS	40	2.26	4.81	36.00
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH	40	2.26	0.00	36.00
MACHINE FEEDERS & OFFBEARERS	40	2.26	0.00	16.00
SALESPERSONS, RETAIL	30	1.69	18.52	24.00
TRAFFIC, SHIPPING, & RECEIVING CLERKS	30	1.69	0.00	56.00
FABRIC/APPAREL PATTERNMAKERS & LAYOUT WORKERS	30	1.69	11.55	32.00
CUTTERS & TRIMMERS, HAND	30	1.69	0.00	20.00

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TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 23 APPAREL AND OTHER TEXTILE PRODUCTS
BENCHMARK EMPLOYMENT: 1,740 TOTAL NUMBER OF RESPONDENTS: 25
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
GENERAL MANAGERS & TOP EXECUTIVES	70	3.95	13.01	76.00
SEWING MACHINE OPERATORS, GARMENT	610	34.46	1.60	72.00
TRAFFIC, SHIPPING, & RECEIVING CLERKS	30	1.69	0.00	56.00
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	50	2.82	10.62	52.00
INDUSTRIAL PRODUCTION MANAGERS	40	2.26	4.81	36.00
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH	40	2.26	0.00	36.00
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	10	0.56	22.27	32.00
FABRIC/APPAREL PATTERNMAKERS & LAYOUT WORKERS	30	1.69	11.55	32.00
SECRETARIES, EXCEPT LEGAL & MEDICAL	20	1.13	36.43	28.00
MACHINERY MAINTENANCE MECHANICS, SEWING MACHINES	10	0.56	0.00	28.00

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NEW HAMPSHIRE
SIC 26 PAPER AND ALLIED PRODUCTS
BENCHMARK EMPLOYMENT: 4,630 TOTAL NUMBER OF RESPONDENTS: 23
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	4,670	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	270	5.78	N.A.	N.A.
FINANCIAL MANAGERS	20	0.43	0.00	47.83
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS	10	0.21	0.00	39.13
PURCHASING MANAGERS	10	0.21	0.00	30.43
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	40	0.86	0.00	30.43
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS	30	0.64	0.00	34.78
INDUSTRIAL PRODUCTION MANAGERS	50	1.07	3.27	65.22
GENERAL MANAGERS & TOP EXECUTIVES	70	1.50	3.58	91.30
ALL OTHER MANAGERS & ADMINISTRATORS	40	0.86	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	280	6.00	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	50	1.07	N.A.	N.A.
ACCOUNTANTS & AUDITORS	40	0.86	2.86	47.83
OTHER FINANCIAL SPECIALISTS	10	0.21	N.A.	N.A.
PURCHASING AGENTS	20	0.43	0.00	39.13
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS	20	0.43	0.00	26.09
COST ESTIMATORS	10	0.21	0.00	13.04
ALL OTHER MANAGEMENT SUPPORT	30	0.64	N.A.	N.A.
ENGINEERS	70	1.50	N.A.	N.A.
CHEMICAL ENGINEERS	20	0.43	0.00	13.04
ELECTRICAL & ELECTRONIC ENGINEERS	10	0.21	0.00	17.39
COMPUTER ENGINEERS	10	0.21	0.00	13.04
INDUSTRIAL ENGINEERS, EXCEPT SAFETY	20	0.43	0.00	13.04

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NEW HAMPSHIRE
SIC 26 PAPER AND ALLIED PRODUCTS
BENCHMARK EMPLOYMENT: 4,630 TOTAL NUMBER OF RESPONDENTS: 23
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
MECHANICAL ENGINEERS.....	10	0.21	0.00	17.39
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....	10	0.21	N.A.	N.A.
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS...	10	0.21	N.A.	N.A.
PHYSICAL SCIENTISTS.....	20	0.43	N.A.	N.A.
CHEMISTS, EXCEPT BIOCHEMISTS..	20	0.43	0.00	17.39
PHYSICAL & LIFE SCIENCE TECHNICIANS & TECHNOLOGISTS.....	20	0.43	N.A.	N.A.
CHEMICAL TECHNICIANS & TECHNOLOGISTS, EXCEPT HEALTH..	20	0.43	0.00	17.39
COMPUTER SCIENTISTS & RELATED...	10	0.21	N.A.	N.A.
COMPUTER PROGRAMMERS.....	10	0.21	0.00	21.74
HEALTH PRACTITIONERS, TECHNICIANS & TECHNOLOGISTS.....	10	0.21	N.A.	N.A.
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS....	10	0.21	N.A.	N.A.
SALES & RELATED OCCUPATIONS.....	80	1.71	N.A.	N.A.
FIRST LINE SUPERVISORS, SALES & RELATED.....	10	0.21	0.00	21.74
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....	70	1.50	2.08	60.87
CLERICAL & ADMINISTRATIVE SUPPORT.....	340	7.28	N.A.	N.A.
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....	20	0.43	0.00	39.13
ADJUSTMENT CLERKS.....	20	0.43	0.00	21.74
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	50	1.07	0.00	56.52
RECEPTIONISTS & INFORMATION CLERKS.....	10	0.21	0.00	26.09
ORDER CLERKS, MATERIALS, MERCHANDISE & SERVICE.....	10	0.21	11.11	17.39
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	40	0.86	2.86	52.17

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NEW HAMPSHIRE
SIC 26 PAPER AND ALLIED PRODUCTS
BENCHMARK EMPLOYMENT: 4,630 TOTAL NUMBER OF RESPONDENTS: 23
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
PAYROLL & TIMEKEEPING CLERKS....	10	0.21	0.00	34.78
BILLING, COST & RATE CLERKS.....	10	0.21	0.00	17.39
GENERAL OFFICE CLERKS.....	50	1.07	5.21	47.83
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....	10	0.21	N.A.	N.A.
OTHER OFFICE MACHINE OPERATORS.....	10	0.21	N.A.	N.A.
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....	90	1.93	N.A.	N.A.
PRODUCTION, PLANNING & EXPEDITING CLERKS.....	30	0.64	0.00	47.83
WEIGHERS, MEASURERS, CHECKERS & SAMPLERS, RECORDKEEPING.....	10	0.21	0.00	8.70
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....	20	0.43	0.00	13.04
TRAFFIC, SHIPPING, & RECEIVING CLERKS.....	30	0.64	3.03	47.83
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....	20	0.43	N.A.	N.A.
SERVICE OCCUPATIONS.....	90	1.93	N.A.	N.A.
FIRST LINE SUPERVISORS & MANAGER/SUPERVISORS, SERVICE....	20	0.43	N.A.	N.A.
GUARDS & WATCH GUARDS.....	20	0.43	0.00	13.04
JANITORS & CLEANERS.....	50	1.07	2.08	56.52
AGRICULTURAL, FORESTRY, FISHING & RELATED.....	50	1.07	N.A.	N.A.
FIRST LINE SUPERVISORS, AGRICULTURAL/FORESTRY/FISHING...	10	0.21	0.00	8.70
LOG HANDLING EQUIPMENT OPERATORS.....	20	0.43	0.00	4.35
ALL OTHER AGRICULTURAL, FORESTRY & FISHING WORKERS.....	20	0.43	N.A.	N.A.
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....	3,560	76.23	N.A.	N.A.

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OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...	200	4.28	N.A.	N.A.
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS	30	0.64	0.00	26.09
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	160	3.43	0.86	65.22
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN....	10	0.21	N.A.	N.A.
INSPECTORS & RELATED.....	80	1.71	N.A.	N.A.
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH..	80	1.71	1.20	43.48
MECHANICS, INSTALLERS & REPAIRERS.....	430	9.21	N.A.	N.A.
MACHINERY MAINTENANCE MECHANICS, WATER/POWER PLANT..	10	0.21	0.00	13.04
OTHER MACHINERY MAINTENANCE MECHANICS.....	120	2.57	N.A.	N.A.
MILLWRIGHTS.....	100	2.14	0.00	17.39
MACHINERY MAINTENANCE WORKERS.....	60	1.28	0.00	17.39
MAINTENANCE REPAIRERS, GENERAL UTILITY.....	90	1.93	4.53	60.87
AUTOMOTIVE MECHANICS.....	20	0.43	0.00	4.35
PRECISION INSTRUMENT REPAIRERS	30	0.64	0.00	8.70
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....	140	3.00	N.A.	N.A.
OTHER CARPENTRY & RELATED.....	10	0.21	N.A.	N.A.
ELECTRICIANS.....	60	1.28	0.00	34.78
PAINTERS & PAPERHANGERS, CONSTRUCTION & MAINTENANCE....	10	0.21	0.00	4.35
PLUMBERS, PIPEFITTERS & STEAMFITTERS.....	60	1.28	0.00	13.04
PRECISION METAL WORKERS.....	50	1.07	N.A.	N.A.
MACHINISTS.....	40	0.86	0.00	17.39
OTHER PRECISION METAL WORKERS.	10	0.21	N.A.	N.A.
PRECISION PRINTING WORKERS.....	10	0.21	N.A.	N.A.
CAMERA OPERATORS.....	10	0.21	0.00	8.70

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OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
OTHER METAL/PLASTIC MACHINE SETTERS & OPERATORS.....	230	4.93	N.A.	N.A.
ALL OTHER MACHINE OPERATORS, METAL/PLASTIC.....	230	4.93	N.A.	N.A.
PRINTING, BINDING & RELATED.....	110	2.36	N.A.	N.A.
PRINTING PRESS MACHINE SETTERS.....	60	1.28	0.00	34.78
SPECIALTY PRINTING MACHINE SETTERS.....	20	0.43	0.00	8.70
PRINTING PRESS MACHINE OPERATORS.....	30	0.64	0.00	21.74
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....	1,290	27.62	N.A.	N.A.
PAPER GOODS MACHINE SETTERS...	250	5.35	0.00	43.48
BOILER OPERATORS, LOW PRESSURE.....	50	1.07	0.00	26.09
CHEMICAL EQUIPMENT CONTROLLERS & OPERATORS.....	40	0.86	0.00	13.04
CUTTING & SLICING MACHINE SETTERS.....	190	4.07	4.01	52.17
CUTTING & SLICING MACHINE OPERATORS.....	210	4.50	4.59	47.83
COATING, PAINTING & SPRAYING MACHINE SETTERS.....	20	0.43	5.26	8.70
COATING, PAINTING & SPRAYING MACHINE OPERATORS.....	20	0.43	5.26	8.70
CEMENTING & GLUING MACHINE OPERATORS.....	30	0.64	9.43	17.39
SEPARATING, FILTERING & STILL MACHINE OPERATORS.....	10	0.21	0.00	4.35
CRUSHING/GRINDING/MIXING/ BLENDING MACHINE OPERATORS....	50	1.07	0.00	13.04
EXTRUDING/FORMING/PRESSING/ COMPACTING MACHINE SETTERS....	20	0.43	24.96	13.04
EXTRUDING/FORMING/PRESSING/ COMPACTING MACHINE OPERATORS..	10	0.21	7.69	13.04
OTHER MACHINE SETTERS, EXCEPT METAL/PLASTIC.....	10	0.21	N.A.	N.A.

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OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC.....	380	8.14	N.A.	N.A.
OTHER HAND WORKERS, NEC.....	180	3.85	N.A.	N.A.
WELDERS & CUTTERS.....	30	0.64	0.00	17.39
ASSEMBLERS/FABRICATORS EXCEPT MACHINE/ELECTRONIC/PRECISION..	150	3.21	7.83	8.70
PLANT & SYSTEM WORKERS.....	70	1.50	N.A.	N.A.
WATER/LIQUID WASTE TREATMENT PLANT & SYSTEM OPERATORS.....	20	0.43	0.00	26.09
POWER DISTRIBUTORS & DISPATCHERS.....	20	0.43	0.00	8.70
STATIONARY ENGINEERS.....	20	0.43	0.00	4.35
OTHER PLANT & SYSTEM OPERATORS.....	10	0.21	N.A.	N.A.
MOTOR VEHICLE OPERATORS.....	60	1.28	N.A.	N.A.
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....	50	1.07	0.00	30.43
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....	10	0.21	11.11	21.74
MATERIAL MOVING EQUIPMENT OPERATORS.....	140	3.00	N.A.	N.A.
INDUSTRIAL TRUCK & TRACTOR OPERATORS.....	120	2.57	0.00	47.83
OTHER MATERIAL MOVING EQUIPMENT OPERATORS.....	20	0.43	N.A.	N.A.
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	560	11.99	N.A.	N.A.
HELPERS, MECHANIC & REPAIRER..	20	0.43	0.00	4.35
MACHINE FEEDERS & OFFBEARERS.....	80	1.71	10.07	17.39
FREIGHT, STOCK & MATERIAL MOVERS, HAND.....	90	1.93	N.A.	N.A.
HAND PACKERS & PACKAGERS.....	50	1.07	0.00	13.04
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	320	6.85	N.A.	N.A.
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING...	10	0.21	N.A.	N.A.

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TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 26 PAPER AND ALLIED PRODUCTS
BENCHMARK EMPLOYMENT: 4,630 TOTAL NUMBER OF RESPONDENTS: 23
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
PAPER GOODS MACHINE SETTERS.....	250	5.35	0.00	43.48
CUTTING & SLICING MACHINE OPERATORS.....	210	4.50	4.59	47.83
CUTTING & SLICING MACHINE SETTERS.....	190	4.07	4.01	52.17
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	160	3.43	0.86	65.22
ASSEMBLERS/FABRICATORS EXCEPT MACHINE/ELECTRONIC/PRECISION.....	150	3.21	7.83	8.70
INDUSTRIAL TRUCK & TRACTOR OPERATORS.....	120	2.57	0.00	47.83
MILLWRIGHTS.....	100	2.14	0.00	17.39
MAINTENANCE REPAIRERS, GENERAL UTILITY.....	90	1.93	4.53	60.87
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH.....	80	1.71	1.20	43.48
MACHINE FEEDERS & OFFBEARERS.....	80	1.71	10.07	17.39

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TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 26 PAPER AND ALLIED PRODUCTS
BENCHMARK EMPLOYMENT: 4,630 TOTAL NUMBER OF RESPONDENTS: 23
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
GENERAL MANAGERS & TOP EXECUTIVES	70	1.50	3.58	91.30
INDUSTRIAL PRODUCTION MANAGERS	50	1.07	3.27	65.22
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	160	3.43	0.86	65.22
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL	70	1.50	2.08	60.87
MAINTENANCE REPAIRERS, GENERAL UTILITY	90	1.93	4.53	60.87
SECRETARIES, EXCEPT LEGAL & MEDICAL	50	1.07	0.00	56.52
JANITORS & CLEANERS	50	1.07	2.08	56.52
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	40	0.86	2.86	52.17
CUTTING & SLICING MACHINE SETTERS	190	4.07	4.01	52.17
FINANCIAL MANAGERS	20	0.43	0.00	47.83
ACCOUNTANTS & AUDITORS	40	0.86	2.86	47.83
GENERAL OFFICE CLERKS	50	1.07	5.21	47.83
PRODUCTION, PLANNING & EXPEDITING CLERKS	30	0.64	0.00	47.83
TRAFFIC, SHIPPING, & RECEIVING CLERKS	30	0.64	3.03	47.83
CUTTING & SLICING MACHINE OPERATORS	210	4.50	4.59	47.83
INDUSTRIAL TRUCK & TRACTOR OPERATORS	120	2.57	0.00	47.83

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NEW HAMPSHIRE
SIC 27 PRINTING AND PUBLISHING
BENCHMARK EMPLOYMENT: 7,460 TOTAL NUMBER OF RESPONDENTS: 123
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	7,480	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	640	8.56	N.A.	N.A.
FINANCIAL MANAGERS	40	0.53	0.00	17.07
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS	20	0.27	0.00	12.20
PURCHASING MANAGERS	10	0.13	0.00	4.07
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	130	1.74	13.26	30.08
ADMINISTRATIVE MANAGERS	10	0.13	0.00	3.25
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS	10	0.13	0.00	4.88
INDUSTRIAL PRODUCTION MANAGERS	80	1.07	3.14	26.02
GENERAL MANAGERS & TOP EXECUTIVES	310	4.14	6.79	69.11
ALL OTHER MANAGERS & ADMINISTRATORS	30	0.40	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	1,100	14.71	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	30	0.40	N.A.	N.A.
ACCOUNTANTS & AUDITORS	20	0.27	0.00	7.32
OTHER FINANCIAL SPECIALISTS	10	0.13	N.A.	N.A.
PURCHASING AGENTS	20	0.27	0.00	8.13
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS	10	0.13	0.00	4.88
COST ESTIMATORS	60	0.80	7.90	21.95
ENGINEERS	10	0.13	N.A.	N.A.
ALL OTHER ENGINEERS	10	0.13	N.A.	N.A.
COMPUTER SCIENTISTS & RELATED	40	0.53	N.A.	N.A.
SYSTEMS ANALYSTS	20	0.27	0.00	4.07
COMPUTER PROGRAMMERS	10	0.13	20.20	4.07
OTHER COMPUTER SCIENTISTS & RELATED	10	0.13	N.A.	N.A.

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OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
LIBRARIANS, PROFESSIONAL.....	10	0.13	0.00	2.44
WRITERS & EDITORS.....	280	3.74	6.50	18.70
PUBLIC RELATIONS SPECIALISTS & PUBLICITY WRITERS.....	10	0.13	0.00	2.44
REPORTERS & CORRESPONDENTS.....	290	3.88	10.41	13.01
PHOTOGRAPHERS.....	70	0.94	11.17	13.01
ARTISTS & RELATED WORKERS.....	160	2.14	8.84	28.46
DESIGNERS, EXCEPT INTERIOR.....	10	0.13	47.38	2.44
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS....	100	1.34	N.A.	N.A.
SALES & RELATED OCCUPATIONS.....	720	9.63	N.A.	N.A.
FIRST LINE SUPERVISORS, SALES & RELATED.....	80	1.07	12.79	19.51
SALES REPRESENTATIVES & SALESPERSONS, SERVICES.....	250	3.34	N.A.	N.A.
SALES AGENTS, ADVERTISING.....	250	3.34	7.19	21.95
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....	280	3.74	3.95	30.89
CASHIERS.....	10	0.13	0.00	2.44
NEWS, STREET VENDORS & PHONE SOLICITORS.....	40	0.53	5.20	5.69
ALL OTHER SALES & RELATED.....	60	0.80	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT.....	1,420	18.98	N.A.	N.A.
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....	70	0.94	8.81	20.33
ADJUSTMENT CLERKS.....	60	0.80	0.00	7.32
ADVERTISING CLERKS.....	100	1.34	12.83	9.76
PROOFREADERS & COPY MARKERS.....	70	0.94	16.27	16.26
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	100	1.34	8.04	30.89
RECEPTIONISTS & INFORMATION CLERKS.....	70	0.94	9.26	26.83
TYPISTS, INCLUDING WORD PROCESSI	60	0.80	22.94	9.76
PERSONNEL CLERKS, EXCEPT PAYROLL & TIMEKEEPING.....	10	0.13	0.00	2.44

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OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
FILE CLERKS	10	0.13	0.00	3.25
ORDER CLERKS, MATERIALS, MERCHANDISE & SERVICE	100	1.34	8.63	13.82
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	150	2.01	4.95	41.46
PAYROLL & TIMEKEEPING CLERKS	10	0.13	0.00	8.13
BILLING, COST & RATE CLERKS	40	0.53	0.00	8.13
GENERAL OFFICE CLERKS	120	1.60	11.59	33.33
OFFICE MACHINE OPERATORS, DATA PROCESSORS	180	2.41	N.A.	N.A.
OPERATORS, BILLING/POSTING/ CALCULATING MACHINES	10	0.13	0.00	2.44
MAIL MACHINE OPERATORS, PREPARATION & HANDLING	70	0.94	1.94	4.07
COMPUTER OPERATORS, EXCEPT PERIPHERAL EQUIPMENT	10	0.13	0.00	2.44
DATA ENTRY KEYERS, EXCEPT COMPOSING	20	0.27	0.00	4.07
DATA KEYERS, COMPOSING	70	0.94	6.57	6.50
SWITCHBOARD OPERATORS	20	0.27	0.00	8.13
MAIL CLERKS, EXCEPT MACHINE OPERATORS	30	0.40	10.88	5.69
MESSENGERS	10	0.13	11.79	5.69
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING	190	2.54	N.A.	N.A.
PRODUCTION, PLANNING & EXPEDITING CLERKS	70	0.94	11.32	17.07
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD	30	0.40	12.88	8.13
TRAFFIC, SHIPPING, & RECEIVING CLERKS	90	1.20	3.44	21.14
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT	20	0.27	N.A.	N.A.
SERVICE OCCUPATIONS	50	0.67	N.A.	N.A.
JANITORS & CLEANERS	50	0.67	14.11	16.26
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING	3,550	47.46	N.A.	N.A.

N.A. - not available or not calculated
Division total includes all occupations but only occupations passing confidentiality are shown

NEW HAMPSHIRE
SIC 27 PRINTING AND PUBLISHING
BENCHMARK EMPLOYMENT: 7,460 TOTAL NUMBER OF RESPONDENTS: 123
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...	170	2.27	N.A.	N.A.
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS	10	0.13	0.00	4.88
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	150	2.01	5.62	28.46
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN....	10	0.13	N.A.	N.A.
INSPECTORS & RELATED.....	30	0.40	N.A.	N.A.
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH..	30	0.40	0.00	4.88
MECHANICS, INSTALLERS & REPAIRERS.....	100	1.34	N.A.	N.A.
MACHINERY MAINTENANCE MECHANICS.....	50	0.67	0.00	4.07
MAINTENANCE REPAIRERS, GENERAL UTILITY.....	50	0.67	2.62	11.38
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....	10	0.13	N.A.	N.A.
OTHER CONSTRUCTION & EXTRACTIVE, EXCEPT HELPERS..	10	0.13	N.A.	N.A.
PRECISION PRINTING WORKERS.....	700	9.36	N.A.	N.A.
HAND COMPOSITORS & TYPESETTERS.....	20	0.27	49.83	4.88
JOB PRINTERS.....	40	0.53	10.30	8.13
PASTE-UP WORKERS.....	200	2.67	5.28	28.46
ELECTRONIC PAGINATION SYSTEM OPERATORS.....	80	1.07	7.52	20.33
PHOTOENGRAVERS.....	40	0.53	3.94	8.13
CAMERA OPERATORS.....	70	0.94	9.26	21.95
SCANNER OPERATORS.....	30	0.40	0.00	6.50
STRIPPERS.....	140	1.87	4.16	24.39
PLATEMAKERS.....	60	0.80	3.04	13.01
OTHER LITHOGRAPHY & PHOTOENGRAVING WORKERS.....	10	0.13	N.A.	N.A.
OTHER PRECISION PRINTING WORKERS.....	10	0.13	N.A.	N.A.

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 27 PRINTING AND PUBLISHING
BENCHMARK EMPLOYMENT: 7,460 TOTAL NUMBER OF RESPONDENTS: 123
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
PRECISION WORKERS, NEC.....	10	0.13	N.A.	N.A.
OTHER PRECISION WORKERS, NEC..	10	0.13	N.A.	N.A.
PRINTING, BINDING & RELATED.....	1,390	18.58	N.A.	N.A.
OFFSET LITHOGRAPHIC PRESS SETTERS.....	380	5.08	5.39	43.90
LETTERPRESS SETTERS.....	30	0.40	0.00	6.50
OTHER PRINTING PRESS SETTERS.....	40	0.53	N.A.	N.A.
SCREEN PRINTING MACHINE SETTERS.....	20	0.27	8.66	3.25
BINDERY MACHINE SETTERS.....	190	2.54	1.30	34.15
TYPESETTING & COMPOSING MACHINE OPERATORS.....	280	3.74	9.17	19.51
PRINTING PRESS MACHINE OPERATORS.....	300	4.01	3.78	25.20
PHOTOENGRAVING/LITHOGRAPHING MACHINE OPERATORS.....	10	0.13	0.00	1.63
BINDERY MACHINE OPERATORS.....	140	1.87	2.13	26.83
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....	240	3.21	N.A.	N.A.
PAPER GOODS MACHINE SETTERS...	30	0.40	0.00	1.63
CUTTING & SLICING MACHINE SETTERS.....	40	0.53	0.00	11.38
CUTTING & SLICING MACHINE OPERATORS.....	30	0.40	0.00	10.57
PACKAGING & FILLING MACHINE OPERATORS.....	40	0.53	0.00	4.07
OTHER MACHINE SETTERS, EXCEPT METAL/PLASTIC.....	50	0.67	N.A.	N.A.
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC.....	50	0.67	N.A.	N.A.
OTHER HAND WORKERS, NEC.....	110	1.47	N.A.	N.A.
ASSEMBLERS/FABRICATORS EXCEPT MACHINE/ELECTRONIC/PRECISION..	90	1.20	0.00	2.44
OTHER HAND WORKERS, NEC.....	20	0.27	N.A.	N.A.
MOTOR VEHICLE OPERATORS.....	70	0.94	N.A.	N.A.
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....	50	0.67	13.86	17.07

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 27 PRINTING AND PUBLISHING
BENCHMARK EMPLOYMENT: 7,460 TOTAL NUMBER OF RESPONDENTS: 123
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
DRIVER/SALES WORKERS.....	20	0.27	21.65	4.07
ALL OTHER TRANSPORTATION & RELATED WORKERS.....	10	0.13	N.A.	N.A.
MATERIAL MOVING EQUIPMENT OPERATORS.....	60	0.80	N.A.	N.A.
INDUSTRIAL TRUCK & TRACTOR OPERATORS.....	20	0.27	0.00	2.44
OTHER MATERIAL MOVING EQUIPMENT OPERATORS.....	40	0.53	N.A.	N.A.
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	640	8.56	N.A.	N.A.
MACHINE FEEDERS & OFFBEARERS.....	130	1.74	0.00	7.32
FREIGHT, STOCK & MATERIAL MOVERS, HAND.....	120	1.60	N.A.	N.A.
HAND PACKERS & PACKAGERS.....	260	3.48	8.91	17.89
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	130	1.74	N.A.	N.A.

N.A. - not available or not calculated
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TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 27 PRINTING AND PUBLISHING
BENCHMARK EMPLOYMENT: 7,460 TOTAL NUMBER OF RESPONDENTS: 123
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE [illegible] (IN %)	% OF UNITS REPORTING OCCUPATION
OFFSET LITHOGRAPHIC PRESS SETTERS	380	5.08	5.39	43.90
GENERAL MANAGERS & TOP EXECUTIVES	310	4.14	6.79	69.11
PRINTING PRESS MACHINE OPERATORS	300	4.01	3.78	25.20
REPORTERS & CORRESPONDENTS	290	3.88	10.41	13.01
WRITERS & EDITORS	280	3.74	6.50	18.70
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL	280	3.74	3.95	30.89
TYPESETTING & COMPOSING MACHINE OPERATORS	280	3.74	9.17	19.51
HAND PACKERS & PACKAGERS	260	3.48	8.91	17.89
SALES AGENTS, ADVERTISING	250	3.34	7.19	21.95
PASTE-UP WORKERS	200	2.67	5.28	28.46

N.A. - not available or not calculated
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TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 27 PRINTING AND PUBLISHING
BENCHMARK EMPLOYMENT: 7,460 TOTAL NUMBER OF RESPONDENTS: 123
REFERENCE DATE : May 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
GENERAL MANAGERS & TOP EXECUTIVES	310	4.14	6.79	69.11
OFFSET LITHOGRAPHIC PRESS SETTERS	380	5.08	5.39	43.90
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	150	2.01	4.95	41.46
BINDERY MACHINE SETTERS	190	2.54	1.30	34.15
GENERAL OFFICE CLERKS	120	1.60	11.59	33.33
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL	280	3.74	3.95	30.89
SECRETARIES, EXCEPT LEGAL & MEDICAL	100	1.34	8.04	30.89
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	130	1.74	13.26	30.08
ARTISTS & RELATED WORKERS	160	2.14	8.84	28.46
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	150	2.01	5.62	28.46
PASTE-UP WORKERS	200	2.67	5.28	28.46

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 28 CHEMICALS AND ALLIED PRODUCTS
BENCHMARK EMPLOYMENT: 1,320 TOTAL NUMBER OF RESPONDENTS: 24
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	1,330	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	170	12.78	N.A.	N.A.
FINANCIAL MANAGERS	10	0.75	0.00	20.83
PURCHASING MANAGERS	10	0.75	0.00	16.67
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	40	3.01	4.56	58.33
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS	10	0.75	9.09	25.00
INDUSTRIAL PRODUCTION MANAGERS	30	2.26	5.59	54.17
GENERAL MANAGERS & TOP EXECUTIVES	60	4.51	2.71	87.50
ALL OTHER MANAGERS & ADMINISTRATORS	10	0.75	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	150	11.28	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	10	0.75	N.A.	N.A.
ACCOUNTANTS & AUDITORS	10	0.75	7.69	33.33
PURCHASING AGENTS	10	0.75	0.00	29.17
ENGINEERS	20	1.50	N.A.	N.A.
CHEMICAL ENGINEERS	10	0.75	13.32	20.83
ALL OTHER ENGINEERS	10	0.75	N.A.	N.A.
PHYSICAL SCIENTISTS	40	3.01	N.A.	N.A.
CHEMISTS, EXCEPT BIOCHEMISTS	40	3.01	0.00	29.17
LIFE SCIENTISTS	20	1.50	N.A.	N.A.
ALL OTHER LIFE SCIENTISTS	20	1.50	N.A.	N.A.
PHYSICAL & LIFE SCIENCE TECHNICIANS & TECHNOLOGISTS	40	3.01	N.A.	N.A.
CHEMICAL TECHNICIANS & TECHNOLOGISTS, EXCEPT HEALTH	40	3.01	4.22	33.33
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS	10	0.75	N.A.	N.A.
SALES & RELATED OCCUPATIONS	100	7.52	N.A.	N.A.

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 28 CHEMICALS AND ALLIED PRODUCTS
BENCHMARK EMPLOYMENT: 1,320 TOTAL NUMBER OF RESPONDENTS: 24
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
FIRST LINE SUPERVISORS, SALES & RELATED	10	0.75	25.00	16.67
SALESPERSONS, SCIENTIFIC PRODUCTS & SERVICES	10	0.75	17.68	12.50
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL	70	5.26	4.48	29.17
ALL OTHER SALES & RELATED	10	0.75	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT	220	16.54	N.A.	N.A.
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE	10	0.75	0.00	16.67
SECRETARIES, EXCEPT LEGAL & MEDICAL	20	1.50	5.66	50.00
ORDER CLERKS, MATERIALS, MERCHANDISE & SERVICE	20	1.50	0.00	25.00
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	40	3.01	5.20	62.50
GENERAL OFFICE CLERKS	40	3.01	3.72	45.83
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING	70	5.26	N.A.	N.A.
TRAFFIC, SHIPPING, & RECEIVING CLERKS	60	4.51	2.57	54.17
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING	10	0.75	N.A.	N.A.
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT	20	1.50	N.A.	N.A.
SERVICE OCCUPATIONS	30	2.26	N.A.	N.A.
JANITORS & CLEANERS	30	2.26	4.88	25.00
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING	660	49.62	N.A.	N.A.
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED	50	3.76	N.A.	N.A.
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	40	3.01	5.59	58.33

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NEW HAMPSHIRE
SIC 28 CHEMICALS AND ALLIED PRODUCTS
BENCHMARK EMPLOYMENT: 1,320 TOTAL NUMBER OF RESPONDENTS: 24
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN....	10	0.75	N.A.	N.A.
INSPECTORS & RELATED.....	20	1.50	N.A.	N.A.
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH..	20	1.50	5.66	25.00
MECHANICS, INSTALLERS & REPAIRERS.....	60	4.51	N.A.	N.A.
OTHER MACHINERY MAINTENANCE MECHANICS.....	10	0.75	N.A.	N.A.
OTHER MECHANICS, INSTALLERS & REPAIRERS.....	50	3.76	N.A.	N.A.
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....	20	1.50	N.A.	N.A.
OTHER CONSTRUCTION & EXTRACTIVE, EXCEPT HELPERS..	20	1.50	N.A.	N.A.
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....	380	28.57	N.A.	N.A.
CHEMICAL EQUIPMENT CONTROLLERS & OPERATORS.....	120	9.02	5.43	25.00
CRUSHING/GRINDING/MIXING/ BLENDING MACHINE OPERATORS....	50	3.76	3.85	29.17
PACKAGING & FILLING MACHINE OPERATORS.....	110	8.27	0.00	33.33
OTHER MACHINE SETTERS, EXCEPT METAL/PLASTIC.....	20	1.50	N.A.	N.A.
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC.....	80	6.02	N.A.	N.A.
OTHER HAND WORKERS, NEC.....	20	1.50	N.A.	N.A.
OTHER HAND WORKERS, NEC.....	20	1.50	N.A.	N.A.
PLANT & SYSTEM WORKERS.....	20	1.50	N.A.	N.A.
OTHER PLANT & SYSTEM OPERATORS.....	20	1.50	N.A.	N.A.
MOTOR VEHICLE OPERATORS.....	20	1.50	N.A.	N.A.
OTHER MOTOR VEHICLE OPERATORS.....	20	1.50	N.A.	N.A.
MATERIAL MOVING EQUIPMENT OPERATORS.....	20	1.50	N.A.	N.A.

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NEW HAMPSHIRE
SIC 28 CHEMICALS AND ALLIED PRODUCTS
BENCHMARK EMPLOYMENT: 1,320 TOTAL NUMBER OF RESPONDENTS: 24
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
OTHER MATERIAL MOVING EQUIPMENT OPERATORS.....	20	1.50	N.A.	N.A.
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	30	2.26	N.A.	N.A.
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	30	2.26	N.A.	N.A.

N.A. - not available or not calculated
Division total includes all occupations but only occupations passing confidentiality are shown

TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 28 CHEMICALS AND ALLIED PRODUCTS
BENCHMARK EMPLOYMENT: 1,320 TOTAL NUMBER OF RESPONDENTS: 24
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
CHEMICAL EQUIPMENT CONTROLLERS & OPERATORS.....	120	9.02	5.43	25.00
PACKAGING & FILLING MACHINE OPERATORS.....	110	8.27	0.00	33.33
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....	70	5.26	4.48	29.17
GENERAL MANAGERS & TOP EXECUTIVES.....	60	4.51	2.71	87.50
TRAFFIC, SHIPPING, & RECEIVING CLERKS.....	60	4.51	2.57	54.17
CRUSHING/GRINDING/MIXING/ BLENDING MACHINE OPERATORS.....	50	3.76	3.85	29.17
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....	40	3.01	4.56	58.33
CHEMISTS, EXCEPT BIOCHEMISTS.....	40	3.01	0.00	29.17
CHEMICAL TECHNICIANS & TECHNOLOGISTS, EXCEPT HEALTH.....	40	3.01	4.22	33.33
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	40	3.01	5.20	62.50
GENERAL OFFICE CLERKS.....	40	3.01	3.72	45.83
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	40	3.01	5.59	58.33

N.A. - not available or not calculated
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TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 28 CHEMICALS AND ALLIED PRODUCTS
BENCHMARK EMPLOYMENT: 1,320 TOTAL NUMBER OF RESPONDENTS: 24
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
GENERAL MANAGERS & TOP EXECUTIVES	60	4.51	2.71	87.50
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	40	3.01	5.20	62.50
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	40	3.01	4.56	58.33
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	40	3.01	5.59	58.33
INDUSTRIAL PRODUCTION MANAGERS	30	2.26	5.59	54.17
TRAFFIC, SHIPPING, & RECEIVING CLERKS	60	4.51	2.57	54.17
SECRETARIES, EXCEPT LEGAL & MEDICAL	20	1.50	5.66	50.00
GENERAL OFFICE CLERKS	40	3.01	3.72	45.83
ACCOUNTANTS & AUDITORS	10	0.75	7.69	33.33
CHEMICAL TECHNICIANS & TECHNOLOGISTS, EXCEPT HEALTH	40	3.01	4.22	33.33
PACKAGING & FILLING MACHINE OPERATORS	110	8.27	0.00	33.33

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 30 RUBBER AND MISC. PLASTICS PRODUCTS
BENCHMARK EMPLOYMENT: 8,080 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	8,110	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	360	4.44	N.A.	N.A.
FINANCIAL MANAGERS	20	0.25	15.56	24.24
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS	30	0.37	6.06	48.48
PURCHASING MANAGERS	20	0.25	6.67	24.24
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	10	0.12	26.46	15.15
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS	60	0.74	18.48	42.42
INDUSTRIAL PRODUCTION MANAGERS	80	0.99	6.99	66.67
GENERAL MANAGERS & TOP EXECUTIVES	110	1.36	7.61	78.79
ALL OTHER MANAGERS & ADMINISTRATORS	30	0.37	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	580	7.15	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	40	0.49	N.A.	N.A.
ACCOUNTANTS & AUDITORS	40	0.49	14.71	42.42
PURCHASING AGENTS	40	0.49	14.30	33.33
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS	10	0.12	15.75	15.15
COST ESTIMATORS	20	0.25	8.84	15.15
ENGINEERS	220	2.71	N.A.	N.A.
CHEMICAL ENGINEERS	30	0.37	44.93	21.21
ELECTRICAL & ELECTRONIC ENGINEERS	10	0.12	0.00	12.12
COMPUTER ENGINEERS	10	0.12	0.00	6.06
INDUSTRIAL ENGINEERS, EXCEPT SAFETY	40	0.49	5.26	18.18
MECHANICAL ENGINEERS	110	1.36	7.59	45.45
ALL OTHER ENGINEERS	20	0.25	N.A.	N.A.

N.A. - not available or not calculated
Division total includes all occupations but

NEW HAMPSHIRE
SIC 30 RUBBER AND MISC. PLASTICS PRODUCTS
BENCHMARK EMPLOYMENT: 8,080 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....	160	1.97	N.A.	N.A.
ELECTRICAL/ELECTRONIC TECHNICIANS & TECHNOLOGISTS...	30	0.37	0.00	9.09
INDUSTRIAL TECHNICIANS & TECHNOLOGISTS.....	30	0.37	12.88	12.12
MECHANICAL TECHNICIANS & TECHNOLOGISTS.....	40	0.49	3.72	18.18
DRAFTERS.....	30	0.37	17.96	33.33
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS...	30	0.37	N.A.	N.A.
PHYSICAL SCIENTISTS.....	10	0.12	N.A.	N.A.
CHEMISTS, EXCEPT BIOCHEMISTS..	10	0.12	10.88	15.15
PHYSICAL & LIFE SCIENCE TECHNICIANS & TECHNOLOGISTS.....	50	0.62	N.A.	N.A.
CHEMICAL TECHNICIANS & TECHNOLOGISTS, EXCEPT HEALTH..	50	0.62	15.62	18.18
COMPUTER SCIENTISTS & RELATED...	20	0.25	N.A.	N.A.
COMPUTER PROGRAMMERS.....	10	0.12	18.18	9.09
OTHER COMPUTER SCIENTISTS & RELATED.....	10	0.12	N.A.	N.A.
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS....	10	0.12	N.A.	N.A.
SALES & RELATED OCCUPATIONS.....	90	1.11	N.A.	N.A.
FIRST LINE SUPERVISORS, SALES & RELATED.....	10	0.12	10.10	12.12
SALES ENGINEERS.....	10	0.12	31.43	9.09
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....	60	0.74	18.21	33.33
ALL OTHER SALES & RELATED.....	10	0.12	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT.....	630	7.77	N.A.	N.A.
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....	50	0.62	7.90	18.18
ADJUSTMENT CLERKS.....	30	0.37	11.27	27.27

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 30 RUBBER AND MISC. PLASTICS PRODUCTS
BENCHMARK EMPLOYMENT: 8,080 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	60	0.74	8.81	39.39
RECEPTIONISTS & INFORMATION CLERKS.....	10	0.12	16.67	9.09
TYPISTS, INCLUDING WORD PROCESSI	10	0.12	0.00	6.06
PERSONNEL CLERKS, EXCEPT PAYROLL & TIMEKEEPING.....	10	0.12	0.00	21.21
ORDER CLERKS, MATERIALS, MERCHANDISE & SERVICE.....	30	0.37	11.63	27.27
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	60	0.74	9.24	60.61
PAYROLL & TIMEKEEPING CLERKS....	40	0.49	0.00	33.33
BILLING, COST & RATE CLERKS.....	10	0.12	12.50	9.09
GENERAL OFFICE CLERKS.....	20	0.25	8.94	21.21
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....	20	0.25	N.A.	N.A.
COMPUTER OPERATORS, EXCEPT PERIPHERAL EQUIPMENT.....	10	0.12	0.00	15.15
DATA ENTRY KEYERS, EXCEPT COMPOSING.....	10	0.12	16.67	12.12
SWITCHBOARD OPERATORS.....	20	0.25	13.33	24.24
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....	250	3.08	N.A.	N.A.
PRODUCTION, PLANNING & EXPEDITING CLERKS.....	60	0.74	8.03	42.42
WEIGHERS, MEASURERS, CHECKERS & SAMPLERS, RECORDKEEPING.....	20	0.25	0.00	9.09
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....	60	0.74	2.57	24.24
TRAFFIC, SHIPPING, & RECEIVING CLERKS.....	90	1.11	6.56	66.67
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....	20	0.25	N.A.	N.A.
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....	10	0.12	N.A.	N.A.
SERVICE OCCUPATIONS.....	100	1.23	N.A.	N.A.

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 30 RUBBER AND MISC. PLASTICS PRODUCTS
BENCHMARK EMPLOYMENT: 8,080 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
FIRST LINE SUPERVISORS & MANAGER/SUPERVISORS, SERVICE....	20	0.25	N.A.	N.A.
GUARDS & WATCH GUARDS.....	10	0.12	0.00	9.09
JANITORS & CLEANERS.....	70	0.86	2.78	39.39
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....	6,350	78.30	N.A.	N.A.
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...	310	3.82	N.A.	N.A.
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS	20	0.25	5.89	27.27
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	230	2.84	6.59	69.70
FIRST LINE SUPERVISORS, TRANSPORT/MOVING MACHINES.....	10	0.12	0.00	15.15
FIRST LINE SUPERVISORS, HELPERS/LABORERS/MOVERS-HAND..	40	0.49	0.00	6.06
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN....	10	0.12	N.A.	N.A.
INSPECTORS & RELATED.....	360	4.44	N.A.	N.A.
PRECISION INSPECTORS, TESTERS & GRADERS.....	90	1.11	24.89	27.27
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH..	270	3.33	4.20	42.42
MECHANICS, INSTALLERS & REPAIRERS.....	340	4.19	N.A.	N.A.
MACHINERY MAINTENANCE MECHANICS.....	110	1.36	8.28	30.30
MILLWRIGHTS.....	20	0.25	0.00	6.06
MACHINERY MAINTENANCE WORKERS.....	20	0.25	27.15	18.18
MAINTENANCE REPAIRERS, GENERAL UTILITY.....	130	1.60	8.03	51.52
PRECISION INSTRUMENT REPAIRERS	10	0.12	17.68	6.06
OTHER MECHANICS, INSTALLERS & REPAIRERS.....	50	0.62	N.A.	N.A.
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....	60	0.74	N.A.	N.A.

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NEW HAMPSHIRE
SIC 30 RUBBER AND MISC. PLASTICS PRODUCTS
BENCHMARK EMPLOYMENT: 8,080 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
CARPENTERS	10	0.12	9.09	18.18
ELECTRICIANS	40	0.49	3.82	30.30
OTHER CONSTRUCTION & EXTRACTIVE, EXCEPT HELPERS	10	0.12	N.A.	N.A.
PRECISION METAL WORKERS	210	2.59	N.A.	N.A.
TOOL & DIE MAKERS	100	1.23	6.40	18.18
MACHINISTS	90	1.11	4.11	27.27
TOOL GRINDERS, FILERS & SHARPENERS	20	0.25	0.00	6.06
PRECISION WORKERS, NEC	40	0.49	N.A.	N.A.
OTHER PRECISION WORKERS, NEC	40	0.49	N.A.	N.A.
MACHINE FORMING SETTERS, OPERATORS, METAL/PLASTIC	510	6.29	N.A.	N.A.
PUNCHING MACHINE SETTERS, OPERATORS, METAL/PLASTIC	90	1.11	18.29	24.24
PRESS & PRESS BRAKE MACHINE SETTERS, METAL/PLASTIC	80	0.99	14.40	12.12
MACHINE FORMING OPERATORS	340	4.19	20.06	27.27
NUMERICAL/COMBINATION MACHINE TOOL SETTERS, METAL/PLASTIC	20	0.25	N.A.	N.A.
NUMERICAL CONTROL MACHINE TOOL OPERATORS, METAL/PLASTIC	20	0.25	0.00	9.09
METAL & PLASTIC PROCESSING MACHINE SETTERS & OPERATORS	640	7.89	N.A.	N.A.
PLASTIC MOLDING/CASTING MACHINE SETTERS & OPERATORS	360	4.44	5.50	57.58
PLASTIC MOLDING/CASTING MACHINE OPERATORS	280	3.45	10.91	36.36
OTHER METAL/PLASTIC MACHINE SETTERS & OPERATORS	220	2.71	N.A.	N.A.
ALL OTHER MACHINE SETTERS, METAL/PLASTIC	150	1.85	N.A.	N.A.
ALL OTHER MACHINE OPERATORS, METAL/PLASTIC	70	0.86	N.A.	N.A.
OTHER TEXTILE & RELATED SETTERS & OPERATORS	60	0.74	N.A.	N.A.
OTHER MACHINE SETTERS, OPERATORS & TENDERS	1,230	15.17	N.A.	N.A.

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NEW HAMPSHIRE
SIC 30 RUBBER AND MISC. PLASTICS PRODUCTS
BENCHMARK EMPLOYMENT: 8,080 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
FURNACE, KILN, OVEN, DRIER, OR KETTLE OPERATORS	20	0.25	0.00	6.06
CUTTING & SLICING MACHINE SETTERS	40	0.49	28.87	12.12
CUTTING & SLICING MACHINE OPERATORS	40	0.49	28.87	12.12
COATING, PAINTING & SPRAYING MACHINE SETTERS	20	0.25	0.00	9.09
COATING, PAINTING & SPRAYING MACHINE OPERATORS	10	0.12	0.00	6.06
CRUSHING/GRINDING/MIXING/ BLENDING MACHINE OPERATORS	120	1.48	25.27	27.27
EXTRUDING/FORMING/PRESSING/ COMPACTING MACHINE SETTERS	390	4.81	3.36	24.24
EXTRUDING/FORMING/PRESSING/ COMPACTING MACHINE OPERATORS	400	4.93	3.34	24.24
OTHER MACHINE SETTERS, EXCEPT METAL/PLASTIC	50	0.62	N.A.	N.A.
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC	140	1.73	N.A.	N.A.
OTHER HAND WORKERS, NEC	620	7.64	N.A.	N.A.
WELDERS & CUTTERS	10	0.12	16.67	15.15
CUTTERS & TRIMMERS, HAND	240	2.96	1.68	24.24
ASSEMBLERS/FABRICATORS EXCEPT MACHINE/ELECTRONIC/PRECISION	370	4.56	17.07	36.36
MOTOR VEHICLE OPERATORS	20	0.25	N.A.	N.A.
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER	20	0.25	28.26	21.21
ALL OTHER TRANSPORTATION & RELATED WORKERS	10	0.12	N.A.	N.A.
MATERIAL MOVING EQUIPMENT OPERATORS	80	0.99	N.A.	N.A.
INDUSTRIAL TRUCK & TRACTOR OPERATORS	80	0.99	16.72	21.21
HELPERS, LABORERS & MATERIAL MOVERS, HAND	1,610	19.85	N.A.	N.A.
HELPERS, MECHANIC & REPAIRER	10	0.12	0.00	9.09

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NEW HAMPSHIRE
SIC 30 RUBBER AND MISC. PLASTICS PRODUCTS
BENCHMARK EMPLOYMENT: 8,080 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
MACHINE FEEDERS & OFFBEARERS.....	40	0.49	11.78	12.12
FREIGHT, STOCK & MATERIAL MOVERS, HAND.....	130	1.60	N.A.	N.A.
HAND PACKERS & PACKAGERS.....	620	7.64	5.05	24.24
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	810	9.99	N.A.	N.A.

N.A. - not available or not calculated
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TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 30 RUBBER AND MISC. PLASTICS PRODUCTS
BENCHMARK EMPLOYMENT: 8,080 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
HAND PACKERS & PACKAGERS.....	620	7.64	5.05	24.24
EXTRUDING/FORMING/PRESSING/ COMPACTING MACHINE OPERATORS.....	400	4.93	3.34	24.24
EXTRUDING/FORMING/PRESSING/ COMPACTING MACHINE SETTERS.....	390	4.81	3.36	24.24
ASSEMBLERS/FABRICATORS EXCEPT MACHINE/ELECTRONIC/PRECISION.....	370	4.56	17.07	36.36
PLASTIC MOLDING/CASTING MACHINE SETTERS & OPERATORS.....	360	4.44	5.50	57.58
MACHINE FORMING OPERATORS.....	340	4.19	20.06	27.27
PLASTIC MOLDING/CASTING MACHINE OPERATORS.....	280	3.45	10.91	36.36
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH.....	270	3.33	4.20	42.42
CUTTERS & TRIMMERS, HAND.....	240	2.96	1.68	24.24
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	230	2.84	6.59	69.70

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TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 30 RUBBER AND MISC. PLASTICS PRODUCTS
BENCHMARK EMPLOYMENT: 8,080 TOTAL NUMBER OF RESPONDENTS: 33
REFERENCE DATE : June 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
GENERAL MANAGERS & TOP EXECUTIVES	110	1.36	7.61	78.79
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	230	2.84	6.59	69.70
INDUSTRIAL PRODUCTION MANAGERS	80	0.99	6.99	66.67
TRAFFIC, SHIPPING, & RECEIVING CLERKS	90	1.11	6.56	66.67
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS	60	0.74	9.24	60.61
PLASTIC MOLDING/CASTING MACHINE SETTERS & OPERATORS	360	4.44	5.50	57.58
MAINTENANCE REPAIRERS, GENERAL UTILITY	130	1.60	8.03	51.52
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS	30	0.37	6.06	48.48
MECHANICAL ENGINEERS	110	1.36	7.59	45.45
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS	60	0.74	18.48	42.42
ACCOUNTANTS & AUDITORS	40	0.49	14.71	42.42
PRODUCTION, PLANNING & EXPEDITING CLERKS	60	0.74	8.03	42.42
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH	270	3.33	4.20	42.42

N.A. - not available or not calculated
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NEW HAMPSHIRE
SIC 31 LEATHER AND LEATHER PRODUCTS
BENCHMARK EMPLOYMENT: 1,900 TOTAL NUMBER OF RESPONDENTS: 14
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
TOTAL	1,940	100.00	N.A.	N.A.
MANAGERIAL & ADMINISTRATIVE	140	7.22	N.A.	N.A.
FINANCIAL MANAGERS	20	1.03	0.00	42.86
PURCHASING MANAGERS	10	0.52	0.00	28.57
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS	10	0.52	0.00	14.29
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS	10	0.52	0.00	21.43
INDUSTRIAL PRODUCTION MANAGERS	10	0.52	0.00	35.71
GENERAL MANAGERS & TOP EXECUTIVES	20	1.03	5.26	42.86
ALL OTHER MANAGERS & ADMINISTRATORS	60	3.09	N.A.	N.A.
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS	80	4.12	N.A.	N.A.
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS	10	0.52	N.A.	N.A.
ACCOUNTANTS & AUDITORS	10	0.52	0.00	21.43
PURCHASING AGENTS	10	0.52	0.00	28.57
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS	10	0.52	0.00	14.29
ALL OTHER MANAGEMENT SUPPORT	10	0.52	N.A.	N.A.
ALL OTHER ENGINEERS & RELATED	10	0.52	N.A.	N.A.
COMPUTER SCIENTISTS & RELATED	30	1.55	N.A.	N.A.
SYSTEMS ANALYSTS	10	0.52	0.00	14.29
COMPUTER PROGRAMMER AIDES	10	0.52	0.00	21.43
OTHER COMPUTER SCIENTISTS & RELATED	10	0.52	N.A.	N.A.
SALES & RELATED OCCUPATIONS	130	6.70	N.A.	N.A.
FIRST LINE SUPERVISORS, SALES & RELATED	20	1.03	0.00	14.29
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL	70	3.61	0.00	14.29

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NEW HAMPSHIRE
SIC 31 LEATHER AND LEATHER PRODUCTS
BENCHMARK EMPLOYMENT: 1,900 TOTAL NUMBER OF RESPONDENTS: 14
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
SALESPERSONS, RETAIL.....	30	1.55	0.00	28.57
ALL OTHER SALES & RELATED.....	10	0.52	N.A.	N.A.
CLERICAL & ADMINISTRATIVE SUPPORT.....	440	22.68	N.A.	N.A.
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....	20	1.03	0.00	21.43
ADJUSTMENT CLERKS.....	110	5.67	0.00	28.57
SECRETARIES, EXCEPT LEGAL & MEDICAL.....	20	1.03	0.00	21.43
RECEPTIONISTS & INFORMATION CLERKS.....	10	0.52	0.00	28.57
ORDER CLERKS, MATERIALS, MERCHANDISE & SERVICE.....	20	1.03	0.00	21.43
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	10	0.52	11.11	35.71
PAYROLL & TIMEKEEPING CLERKS....	10	0.52	0.00	35.71
BILLING, COST & RATE CLERKS.....	10	0.52	0.00	35.71
GENERAL OFFICE CLERKS.....	20	1.03	5.00	42.86
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....	10	0.52	N.A.	N.A.
OTHER OFFICE MACHINE OPERATORS.....	10	0.52	N.A.	N.A.
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....	190	9.79	N.A.	N.A.
PRODUCTION, PLANNING & EXPEDITING CLERKS.....	10	0.52	0.00	14.29
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....	20	1.03	0.00	21.43
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....	160	8.25	N.A.	N.A.
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....	10	0.52	N.A.	N.A.
SERVICE OCCUPATIONS.....	10	0.52	N.A.	N.A.
JANITORS & CLEANERS.....	10	0.52	0.00	42.86
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....	1,140	58.76	N.A.	N.A.

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NEW HAMPSHIRE
SIC 31 LEATHER AND LEATHER PRODUCTS
BENCHMARK EMPLOYMENT: 1,900 TOTAL NUMBER OF RESPONDENTS: 14
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...	70	3.61	N.A.	N.A.
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	60	3.09	0.00	50.00
FIRST LINE SUPERVISORS, HELPERS/LABORERS/MOVERS-HAND..	10	0.52	0.00	7.14
INSPECTORS & RELATED.....	10	0.52	N.A.	N.A.
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH..	10	0.52	16.67	21.43
MECHANICS, INSTALLERS & REPAIRERS.....	30	1.55	N.A.	N.A.
OTHER MACHINERY MAINTENANCE MECHANICS.....	10	0.52	N.A.	N.A.
MAINTENANCE REPAIRERS, GENERAL UTILITY.....	20	1.03	0.00	28.57
PRECISION TEXTILE, APPAREL & FURNISHINGS WORKERS.....	140	7.22	N.A.	N.A.
SHOE & LEATHER WORKERS & REPAIRERS, PRECISION.....	140	7.22	2.33	28.57
TEXTILE & RELATED SETTERS & OPERATORS.....	370	19.07	N.A.	N.A.
SEWING MACHINE OPERATORS, GARMENT.....	20	1.03	14.91	21.43
SEWING MACHINE OPERATORS, NON-GARMENT.....	10	0.52	0.00	14.29
SHOE SEWING MACHINE OPERATORS.....	340	17.53	0.00	28.57
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....	80	4.12	N.A.	N.A.
CUTTING & SLICING MACHINE SETTERS.....	10	0.52	0.00	21.43
CUTTING & SLICING MACHINE OPERATORS.....	20	1.03	0.00	21.43
CEMENTING & GLUING MACHINE OPERATORS.....	40	2.06	0.00	28.57
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC.....	10	0.52	N.A.	N.A.

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NEW HAMPSHIRE
SIC 31 LEATHER AND LEATHER PRODUCTS
BENCHMARK EMPLOYMENT: 1,900 TOTAL NUMBER OF RESPONDENTS: 14
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
OTHER HAND WORKERS, NEC.....	130	6.70	N.A.	N.A.
SEWERS, HAND.....	70	3.61	0.00	21.43
CUTTERS & TRIMMERS, HAND.....	40	2.06	0.00	35.71
OTHER HAND WORKERS, NEC.....	20	1.03	N.A.	N.A.
MATERIAL MOVING EQUIPMENT OPERATORS.....	10	0.52	N.A.	N.A.
OTHER MATERIAL MOVING EQUIPMENT OPERATORS.....	10	0.52	N.A.	N.A.
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	280	14.43	N.A.	N.A.
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....	280	14.43	N.A.	N.A.
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING...	20	1.03	N.A.	N.A.

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TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT
NEW HAMPSHIRE
SIC 31 LEATHER AND LEATHER PRODUCTS
BENCHMARK EMPLOYMENT: 1,900 TOTAL NUMBER OF RESPONDENTS: 14
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
SHOE SEWING MACHINE OPERATORS	340	17.53	0.00	28.57
SHOE & LEATHER WORKERS & REPAIRERS, PRECISION	140	7.22	2.33	28.57
ADJUSTMENT CLERKS	110	5.67	0.00	28.57
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL	70	3.61	0.00	14.29
SEWERS, HAND	70	3.61	0.00	21.43
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING	60	3.09	0.00	50.00
CEMENTING & GLUING MACHINE OPERATORS	40	2.06	0.00	28.57
CUTTERS & TRIMMERS, HAND	40	2.06	0.00	35.71
SALESPERSONS, RETAIL	30	1.55	0.00	28.57
FINANCIAL MANAGERS	20	1.03	0.00	42.86
GENERAL MANAGERS & TOP EXECUTIVES	20	1.03	5.26	42.86
FIRST LINE SUPERVISORS, SALES & RELATED	20	1.03	0.00	14.29
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE	20	1.03	0.00	21.43
SECRETARIES, EXCEPT LEGAL & MEDICAL	20	1.03	0.00	21.43
ORDER CLERKS, MATERIALS, MERCHANDISE & SERVICE	20	1.03	0.00	21.43
GENERAL OFFICE CLERKS	20	1.03	5.00	42.86
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD	20	1.03	0.00	21.43
MAINTENANCE REPAIRERS, GENERAL UTILITY	20	1.03	0.00	28.57
SEWING MACHINE OPERATORS, GARMENT	20	1.03	14.91	21.43
CUTTING & SLICING MACHINE OPERATORS	20	1.03	0.00	21.43

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TOP 10 OCCUPATIONS BY FIRMS REPORTING
NEW HAMPSHIRE
SIC 31 LEATHER AND LEATHER PRODUCTS
BENCHMARK EMPLOYMENT: 1,900 TOTAL NUMBER OF RESPONDENTS: 14
REFERENCE DATE : April 12, 1992

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	% OF UNITS REPORTING OCCUPATION
FIRST LINE SUPERVISORS, PRODUCTION & OPERATING.....	60	3.09	0.00	50.00
FINANCIAL MANAGERS.....	20	1.03	0.00	42.86
GENERAL MANAGERS & TOP EXECUTIVES.....	20	1.03	5.26	42.86
GENERAL OFFICE CLERKS.....	20	1.03	5.00	42.86
JANITORS & CLEANERS.....	10	0.52	0.00	42.86
INDUSTRIAL PRODUCTION MANAGERS.....	10	0.52	0.00	35.71
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	10	0.52	11.11	35.71
PAYROLL & TIMEKEEPING CLERKS.....	10	0.52	0.00	35.71
BILLING, COST & RATE CLERKS.....	10	0.52	0.00	35.71
CUTTERS & TRIMMERS, HAND.....	40	2.06	0.00	35.71

N.A. - not available or not calculated
Division total includes all occupations but only occupations passing confidentiality are shown

TECHNICAL NOTES

Industry data are based on the Standard Industrial Classification Manual (SIC), 1987.

Employment estimates contained within this publication are compiled only from full and part-time nonfarm wage and salary employment. Agricultural production workers, self-employed or unpaid family workers, private household workers, and military personnel are not included.

Relative errors are developed only for specific occupations. The relative error for a major occupational category or group of occupations suppressed into an "All Other" residual category is denoted in the tables as N/A (not applicable).

Historical Industry employment data are annual average nonfarm wage and salary employment estimates, whereas 1992 occupational estimates are based on industry employment levels for the reference month of the survey; therefore, the Historical industry employment may differ slightly from the occupational employment estimated.

The criteria used for publishing occupational estimates were as follows:

1) Industry employment of 1,000 or more.

2) Response rate of at least 70 percent.

3) Three or more employers reporting a specific occupation.

4) A maximum relative error of 50 percent for firms with at least a 75 percent response for employment.

5) A maximum relative error of 35 percent for firms with a response rate less than 75 percent but greater than or equal to 70 percent.

6) No one firm reporting 50 percent of the occupational estimate or two firms combined reporting 75 percent of the occupational estimate.

7) Estimates for specific occupations which did not meet publication criteria were added to appropriate residual "all other" category.

Zero variances relate only to sampling error and does not indicate a perfect estimate. Under the old system nonresponse error was reflected in the variance formula and was treated as part of sampling (measurable) error. Under the new EDS (Estimates Delivery System), nonresponse error is treated as non sampling error and is, by definition, unmeasurable.

METHODOLOGY

SAMPLE DESIGN

The sample for this survey consisted of a group of manufacturing industries selected from the second quarter of the 1991 report of employment and wages *(ES-202)* covered by the New Hampshire Unemployment Compensation Law. The universe was stratified by three digit SIC *(Standard Industrial Classification)* codes and by six employment classes: 4-9, 10-19, 20-49, 50-99, 100-249, and 250 and above. Establishments with 250 or more employees were included in the sample with certainty. Firms in the non-certainty segment were selected on a random basis in proportion to their share of total employment. Each unit was given a sampling ratio according to the proportion of firms selected in each size class.

The actual reported survey period varied by industry and was either the week including April 12, May 12 or June 12, 1992 as designated by the U.S. Bureau of Labor Statistics. The Survey was conducted by mail and consisted of an initial mailing and three follow-ups. Phone calls were made when needed to insure the validity of the data.

ESTIMATING PROCEDURE

All establishments in a given SIC and size class *(estimating cell)* were assigned a sample weight which is the inverse of the sampling ratio. For example, if every fourth firm in a certain size class were selected as a sample unit *(sampling ratio 1:4)*, then each of those firms would have a weight of four. The reported occupational employment for each unit was multiplied by its weight. Weighted occupational employment for each industry/size class was then summed. The sum of weighted occupational employment for each was then divided by the total sum of weighted occupational employment in the industry/size class to yield an occupational ratio. This ratio was multiplied by the reported reference month employment *(benchmark employment)* to obtain occupational estimates.

DATA LIMITATIONS

There are two types of errors encountered in determining the accuracy of a survey: 1) sampling error, and 2) non-sampling error.

Sampling error is an internal error and could be avoided only if the universe is surveyed instead of a selected sample. The sampling error is the difference between data obtained from a sample and data which would have been obtained if the same survey methods were applied to collecting identical information from the entire population. This type of error can be calculated. The relative error *(sampling error)* presented in this publication is such that the he chances are two out of three that the results of a full-scale data collection using the same approach would not differ by more than the percent error shown. For example, if it is estimated that a specific occupation in a particular industry has an employment of 100 and the relative error is 10 percent, the chances are 68 out of 100 that the results of a comparable full scale survey would differ by less than 10 from the 100 estimated employees *(range 90-110)*.

Non-sampling errors occur due to non-response, errors in response due to definitional difficulties, biases, faulty questionnaire design, inaccurate data, ineffective processing, and improperly collected data. Special attention is given to these problems during the course of the survey in order to minimize their occurrence.

1992 OES SURVEY SUMMARY MANUFACTURING

UNIVERSE - 1991 2nd Quarter 202	SAMPLE	SAMPLE RATE
Units - 2,309	Units - 1,108	Units, % of universe - 48.0
Employment - 98,407	Employment - 91,609	Employment % of universe - 93.1
RESPONSE	**RESPONSE RATE**	**ESTIMATE - 1992 2nd Quarter**
Units - 819	Units, % of sample - 74.0	
Employment - 69,653	Employment, % of sample - 76.0	Employment - 97,889

APPENDIX

The OES coding structure provides for the allocation of occupations reported into seven major categories. Specifically these occupational categories are as follows:

10000 - 19999 I. Managerial and Administrative Occupations

Includes top and middle level managers, administrators, and executives. Primary duties are policy making, planning, staffing, directing, or controlling the activities of industrial, commercial, governmental, or other establishments. Typical examples are: Corporate Officers; Plant Manager; Branch Managers; District Managers; Production Superintendents; General Superintendents; and Managers of such departments as budget, purchasing, sales and distribution, advertising, public relations, personnel and training, etc.

20000 - 39999 II. Professional, Paraprofessional and Technical Occupations

Includes persons concerned with the theoretical or practical aspects of such fields as science, art, education, law and business relations where substantial post-secondary educational preparation or equivalent on-the-job training or experience is required. Typical examples are: Architects; Engineers; Metallurgists; Physicists; Mathematicians; Statisticians; biologists; Economists; Accountants and Auditors; Purchasing Agents; Public Relations Practitioners; Personnel and Training Specialists *(other than department managers)*; Lawyers; Physicians and Surgeons; Registered Nurses; Editors and Writers; Teachers; Air Traffic Controllers; Computer Programmers; Drafters, and Chemical Technicians *(except Health)*.

40000 - 49999 III. Sales and Related Occupations

Includes persons selling goods or services and others directly related to sales. Typical examples are: Sales Agents and Placers; Insurance; Sales Engineers; Cashiers; and Salespersons, Retail.

50000 - 59999 IV. Clerical and Administrative Support Occupations

Includes persons performing office and plant clerical tasks such as typing, filing, computer operating, records keeping *(personnel, stock, production, billing, etc.)*; and mail preparation and distributing.

60000 - 69999 V. Service Occupations

Includes workers in occupations relating to protective service, food service, health assisting service, cleaning and building service and personal service.

70000 - 79999 VI. Agricultural, Forestry, Fishing and Related Occupations

Includes workers concerned with agricultural production, forestry, and fishing. Also included in this division are agriculture related workers such as animal caretakers and groundskeepers.

80000 - 98999 VII. Production, Construction, Operating, Maintenance and Material Handling Occupations

Includes all skilled, semiskilled, and unskilled workers performing machine and manual tasks involving production, construction, operating, maintenance, repair, and material handling operations.

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